

Engl.

THE AUTHOR & JOURNALIST



HOW'S YOUR PSYCHE?

By JACK WOODFORD



THE ONE-ACT PLAY MARKET

By MORRIS McNEIL



FICTION TIPS THAT HAVE INCREASED MY INCOME

By BENGE ATLEE



COMPLETE

HANDY MARKET LIST OF PERIODICALS

Where and What to Sell the Editors—What
They Will Pay For It



LITERARY MARKET TIPS

of the month

Prize Contests—Trade Journal Department

SEPTEMBER, 1931 • 20 CENTS

FACTS ★ for the Success-Conscious

What training in fiction writing, given by the acknowledged Leader in this field, is worth to you.

Here precisely is what The Simplified Training Course in Short-Story Writing has to offer you — to every writer who enrolls for it:

Services

Free help at all times on any writer's problem by the ADVISORY BUREAU. It is maintained to help you and will give you *immediate* and authoritative help on any subject.

Stories written for the training may be handled free of charge by our MS. SELLING AGENCY, an accredited branch of service maintaining close touch with markets at all times and in a position to help writers to sell.

Extension service is available for all students. Without extra cost and without other formality than a written request, as many yearly extensions may be secured as one needs to complete his S. T. C. training.

Another service is maintained to complete the value of one's S. T. C. training. A discount on books, writer's supplies, critical services, etc., is open to all students.

Each one enrolling for the S. T. C. receives free a year's subscription to *The S. T. C. News*, monthly publication that is not sold or distributed to any but students of The Simplified Training Course.

Professional Help

During each one's training seven complete stories are fully criticized. This means the student is given help in gathering material for these stories, in working out the plots, in constructing them so that they will appeal to edi-

Many persons want glowing promises of success guaranteed rather than cold facts of what can reasonably be expected. Many would-be writers would rather be flim-flammed by roseate dreams of what they might be rather than listen to a sane discussion of what sincere training can actually do for them.

Any good advertising man can write inspiring copy about anything. It is easy to appeal to the emotions and no proof of anything is needed.

The Simplified Training Course does not want to publish such advertising in *The Author & Journalist*, a magazine which goes to intelligent persons interested in writing. In this ad it has left off all emotionally appealing matter. Times are hard. We want to know what we really are getting for our money. Stripped of all superfluous matter is this advertisement, telling you just what S. T. C. training can do for you and what it is worth to you. We suggest that you enroll for no course until it is able thus to present its value in straight, unimpassioned facts.

tors, in writing the complete story and in marketing it. To put the very lowest price on what recognized critics would charge for this constructive service, help with each story would amount to \$5. Seven stories criticized by the S. T. C. \$35

The S. T. C. not only helps each student finish seven complete stories, but in addition furnishes him with an abundance of approved plots that can be worked up into stories for marketing. During one's training 50 original plots and developments are submitted for constructive criticism. Reputable critics charge a minimum of \$1 for such criticisms. Value of criticism of 50 plots and developments \$50

But this work on plots and stories does not alone constitute the whole range of S. T. C. training. In addition every important phase of technique is covered, training in understanding market requirements is given and the student is drilled in eleven methods of getting story material. For criticizing assignments of this sort, the individual charge that any critic would make would be 50 cents each. At this rate, criticism cost of the 34 such assignments should be \$17

Analyzing thus the cost per assignment of the required work of the Simplified Training Course, we find that *this service alone* should cost the S. T. C. student \$98.50. Consider the other services. The privilege to refer without restraint to the Advisory Bureau for help for a period of one year, is an aid that should cost (and would cost other than S. T. C. Students) at least \$25 a year. Reading fees necessary to cover cost of reading the seven stories submitted for S. T. C. training would cost those not enrolled for the training approximately \$12.25. A year's subscription to *The S. T. C. News* is 50 cents. No approximate figure can be given for the value of repeated extensions without charge and to cover the substantial savings through the student discounts on stationery, envelopes, books, etc.

Itemizing the foregoing charges, we have

Criticism of stories	\$ 35.00
Criticism of plots	50.00
Criticism of assignments	17.00
Year's Advisory Bureau service	25.00
Agency reading fees	12.25
Subscription to <i>The S. T. C. News</i>	.50

TOTAL \$139.75

Writer . . . and for the Economy Minded

You will be amazed at the extremely low tuition fee actually charged by The S. T. C.

Reputation

When you attend a university or turn to an instructor for help you are not asking merely for *any* help, but for the best. Those who intend to practice law go to certain schools noted for a competent faculty. Those who want to become artists go to a man who is known to be capable of teaching his art. If you want training in fiction writing, you want the kind that will actually train you and enable you to sell your work. More and more, the Simplified Training Course is becoming known as the *only* source of sincere, capable, personal instruction in fiction writing.

The organization back of The Simplified Training Course is now fifteen years old. During that time it has never broken faith with student-writers. The staff of the S. T. C., comprised of David Raffelock, director, and his associates, conscientiously trains every student.

In enrolling for the S. T. C. you are buying guaranteed training. You have the assurance of its value in the fact that it has trained more successful writers than any other course or university. To its credit are the successful accomplishments of such S. T. C. trained men and women as Edward Parrish Ware, Alfred I. Tooke, Edith K. Norris, Esther Schwartz, John Hamlin, Glenn G. Gravatt, Perry J. Carter, Hal Davenport, Marion Scott, and many, many others.

You would not trust your health to a physician of whose cures you did not know. It is equal folly to trust the training of your ability to anyone whom you do not know has trained hundreds of others to succeed. When you enroll for The Simplified Training Course, you are assured of the most sound, modern and efficient training of your talent you can secure.

Personal Interest

The Simplified Training Course is as near an ideal agent for training fictional ability as one can hope for. There is no wholesale treatment of those enrolled. Each one presents an individual problem, each one is a definite personality to his instructor, and each one is trained accordingly.

In order to make the student's training thoroughly worthwhile, every assignment is criticized. Not any is graded, not any is treated as a school-room exercise. Instead, each assignment is criticized as it would be by an editor, author and skilled instructor, rolled into one. Common sense and practicality are combined with modern pedagogy.

The Simplified Training Course makes the most liberal financial arrangements of any educational organization. They are unequalled by state or private universities or any commercial

training course. Everything is done to help the student receive full value for what he spends and to keep on working even though beset by temporary financial difficulties.

Unique Features

The Simplified Training Course sells a service: professional authoritative training. (COMPARE: Many courses supply the student with expensive books and a minimum of critical help. All books are cheap to print.)

The S. T. C. imposes no time limit on its training. (COMPARE: Most courses have a definite time limit, ranging from four months to a year.)

The S. T. C. gives complete training. (COMPARE: Quite a few schools have beginning and advanced courses, making it necessary for the student to take both, paying two fees to get the full training.)

The S. T. C. is flexible, holding no student to cut and dried methods, to pattern conformity. (COMPARE: Most courses contain printed lessons and assignments and allow no variation from them, returning work to students, if they do not obey instructions.)

The Simplified Training Course in Short-Story Writing is for every writer who aspires to succeed in writing magazine fiction and for every successful fiction writer who wants to increase his output or improve its quality.

This splendid, thorough, reliable training is extremely reasonable in cost.

The information contained in this advertisement indicates the all-around value of the S. T. C. Make a guess as to what such training should cost. Then send for "The Way Past the Editor," a booklet we have prepared to show you the way to successful fiction writing. Your copy will be sent you upon request at no cost to you and without placing you under any obligation.

It will tell you what the S. T. C. training does cost. You will not want to hesitate in enrolling after reading it.

We do not urge you to send for this valuable booklet. If you want to make good as an author you will need no urging.

The coupon below is for your convenience.

**The Author & Journalist's
SIMPLIFIED TRAINING COURSE,
1839 Champa St., Denver, Colo.**

Without placing me under any obligation whatever, please send me your free booklet, "The Way Past the Editor," and full information about your Training in Short-Story Writing, including tuition fee.

NAME.....

ADDRESS.....

CITY & STATE.....

AJ-9/31

THE AUTHOR & JOURNALIST

Founded, 1916

1839 Champa Street, Denver, Colo.

WILLARD E. HAWKINS, *Editor*

David Raffelock *Associates* Harry Adler
 Thomas Hornsby Ferril John T. Bartlett
 JOHN T. BARTLETT, *Business Manager*

Published monthly by Willard E. Hawkins and John T. Bartlett. Single copies, 20 cents. Subscriptions \$2.00 a year in advance; Canadian, \$2.25; foreign \$2.50. Entered as second-class matter, April 21, 1916, at the Post Office at Denver, Colorado, under the act of March 3, 1879. All rights reserved.

VOL. XVI SEPTEMBER, 1931 NO. 9

CONTENTS

How's Your Psyche?	By Jack Woodford	5
The One-Act Play Market	By Morris McNeil	8
Fiction Tips That Have Increased My Income.....	By Benge Atlee	10
Handy Market List for September, 1931.....		12
Literary Market Tips		26
Prize Contests		30
Trade Journal Department. Edited by John T. Bartlett		34

IN CONDUCTING a "Round Table" discussion at the very successful Writers' Conference held during the past month at Boulder, in conjunction with the extension work of the University of Colorado, the editor of THE AUTHOR & JOURNALIST found the general type of questions asked him by various writers present decidedly interesting. Some of the questions and a summary of the answers given may prove of similar interest to readers.

Q. What is the advantage of employing an agent? Would you advise a young writer, unfamiliar with the markets, to submit his work through an agent?

A. One advantage, of course, is that a good agent knows the market better than the average inexperienced writer. Another advantage is that a competent agent will point out to the aspirant what is wrong with his stories from a marketable standpoint. However, the writer who submits a story to the agent because he or she has not the slightest idea where to sell it is nearly always disappointed. The writer should know the markets he is writing for and aim his stories at them. Stories written without regard for the market rarely fit in anywhere, and cannot be sold either by the agent or the individual writer.

Q. What market is there for the short short-story with a Western setting?

A. A majority of the Western magazines are glad to receive such stories if not too short. Stories of 2500 to 3500 words are in demand. Readers of these magazines are not interested in literary curiosities; they want a satisfying, well-rounded story, and the extremely short short-story of around 1000 words rarely fills this requirement.

Q. Do short-stories need to be copyrighted by the author?

A. This question betrays the frequent misconception regarding copyright law that is found among young writers. Short-stories, books, and similar literary material cannot be copyrighted until they have been published. The publisher attends to this detail. Prior to that time they are protected by the common law. It is as much a felony to steal an unpublished story as to steal a horse or an automobile.

Q. In "Best Short Stories for 1931" there are thirteen stories by men and only three by women. Does this indicate that men are greater geniuses than women, or does it indicate a prejudice against women writers?

A. We are neither wise enough nor rash enough to attempt to answer this question.

Q. Where can I buy a glossary of Western terms?

A. It is possible that such glossaries have been published but, offhand, we cannot refer the questioner to any. The best way to acquire a working knowledge of such terms, as popularly used, is to associate with Western characters or read a great deal in the Western magazines. The writer who attempts to write Western dialect, gangster argot, railroad slang, or to employ the terminology of any other special field, without definite, first-hand knowledge, is almost certain to use the words and terms incorrectly. His misuse would be detected by anyone really familiar with the dialect employed.

Q. What are some of the editorial "taboos" that we hear about?

A. An offhand answer to this question must necessarily be incomplete. One general taboo is against stories involving sickness or hospitals. Few popular magazines care for such themes and settings—probably on the theory that they are depressing, and that a great many of their readers are sick people who are trying to forget their ills by reading fiction. Another taboo is against Indians. It seems almost impossible to market a story involving Indians. Many of the Western magazines eliminate even incidental references to them. Almost in the class with taboos are the prejudices against stories of unhappy endings, stories dealing with religion, labor disputes, race prejudice, and the like. Certain magazines have their specific taboos. For example, the Clayton action magazines (*Ace-High, Cowboy Stories, etc.*) do not like mystery yarns. Most Western magazines will not allow the hero to be a tenderfoot—in fact, do not want stories in which tenderfoot characters appear. Some have taboos against profanity or the mention of blood. THE AUTHOR & JOURNALIST may some day attempt to compile a list of taboos which shall be as nearly complete as possible. At the same time, it should be remembered that exceptions prove the rule. If the story is good enough, the editor may buy it in spite of the fact that it violates some of his taboos.

THE AUTHOR & JOURNALIST

September, 1931

How's Your Psyche?

BY JACK WOODFORD

Author of "Here is My Body," (Wm. Godwin, Inc.), "The Evangelical Cockroach" (Carrier & Isles), and other volumes, as well as more than 2000 published short-stories



Jack Woodford

IT is a constant source of puzzlement to me that writers so seldom avail themselves of the newer investigations, so indefatigably recorded, of psychologists. It is true that a writer of Shakespeare's type, of Shakespeare's time and before, managed to turn out some pretty good stuff without the aid of Freud, et al. But it is also true that those writers managed to turn out some pretty good stuff without the aid of typewriters. I might even go so far as to agree that they managed to turn out a whole lot better stuff than anybody ever has since, without the aid of these things; but, after all, none of us need consider ourselves in the same category with Shakespeare. Most of us, nowdays, have nothing to do with creative writing, in the strictest sense of the word. Frank Harris points out:

"The English and American people have enormous preponderant power, power of numbers, power of wealth, power of almost unassailable position; but who does not see that their strength is out of all proportion to their brains? They are at the head of the industrial world; but they have no corresponding position in the world of science, or art or literature."

There are, in America, perhaps, only two living writers who are not merely manufacturers of what Schopenhauer called "phlegm" to be carried to the nearest market. These two writers, James Branch Ca-

bell and Sinclair Lewis, are excused from reading this article, since they do not need the perfected arts of psychology, and certainly know a lot more about psychology than I do anyway; but the rest of us . . . !

I am constantly coming in contact with writers who have troubles that they imagine I can straighten out. Sometimes, indeed, I have been able to give them a tip that untangled their difficulties. Why they bother me, I don't know, when there are a host of men who are in the business of unscrambling writers' snarls. Nevertheless, I often get letters that ought to be addressed to some critic or psychologist.

In these letters there is complaint of writers' malaises which are easily discernible as plain psychological difficulties, easily straightened out by the most elementary understanding of psychological principles.

One of the outstanding difficulties that tyros get into is this: They have studied in the past, before writing; and previous to selling their first stories, they have sedulously worked on perfecting style, have carefully read dozens of magazines, looking toward a working knowledge of "slanting"; and yet, when they have sold their first stories, they forget all this preparation, write day and night, hoping to make a million dollars, and stop all study, all style practice, all collateral reading. . . . With the result that, after six months or a year of this they become mentally becalmed and stale, and talk of everything from getting drunk to suicide. John B. Watson, the leader of the Behaviorist school of psychology says:

"In most artists and in most critics of art there is little of that mystery of technique that comes from a lifetime of study with daily improvement as the goal. The artist draws around him an admiring group or a patron and stops improving at the adolescent level. Hence most artists are

children—not intelligent at all. Most of the hokum comes from patrons who think they understand art. It is their all-admiring attitude toward even a budding artist that keeps the artists children. If the so-called 'high-brow' patrons and observers of art would only admit that they have no other basis for judging art than that it stirs up visceral (and at times manual and verbal) reactions, then we could not criticise their pretensions."

PERSONALLY I am myself somewhat in the position that Martial facetiously claimed to be in (but wasn't). He said: "Some are there that say I am no poet; but the bookseller that sells me thinks I am." Unlike Martial I perfectly well know that I am not a poet, or a writer of any great ability; but, in the twelve years that I have been writing, I have never once come upon one of those "becalmed" stale spells. (There are probably plenty of editors who wish to high heaven I would!) And I honestly believe that the reason for this is that I studied psychology, when I was very young, before I studied anything else . . . and I have always leaned heavily upon it. I early saw the danger of absolute fixation upon a given line of thought; and from the start I forced myself, *daily*, to turn completely away from the field in which I was writing (the commercial fiction field) and study, *hard*, the great works of literature. . . . Not, you understand, with any hope of improving a cheap fiction style by reading the great stylists, but with the hope of providing mental counterpoint so that I should not become stale. Incidentally, of course, I derived enormous pleasure and entertainment from such study, as well as endless ideas for even commercial junk. The great writers of the ages, step up even the commercial fiction mind and sharpen the imaginative faculty. But best of all, they keep the mind from a dangerous rut of one-way thinking that is bound to come to the commercial writer who concentrates only upon his writing and the mediums for which he is writing.

Another difficulty young writers frequently get into, that they would not get into if they had read, perhaps, George A. Dorsey's "Why We Behave Like Human Beings," is the one which bogs them when they set out to write "like" some other writer they know, or admire, or for various reasons wish to emulate. I recently straightened out in this respect a young man who was determined that he would write like Hugh McNair Kahler, because Hugh knocked over such amazing gobs of jack. He was no more

fitted to write like Mr. Kahler than he was fitted to write like Mr. Anatole France; but he was beautifully fitted to give a pale imitation of H. C. Witwer; and he is doing it now and selling his stuff. Dorsey says, for instance:

"Arrest of development or over-stimulation of the endocrines brings about change which may be harmful or of benefit to the body. Giants, fat women, cretins, men and women under-sexed and over-sexed, imply variation in the structure and functioning of these glands. Apparently some individuals are better fitted for the work of life than others; still others are so well fitted that they overdo it. No two human beings are exactly alike; they do not and cannot act alike. We should hesitate before passing harsh moral judgments upon activities due to inherited or acquired physical structure."

The young man had obviously an over functioning thyroid accompanied by a phrenetic temperament. To sit down and embroider little superficial niceties of character nuance, in the Kahler manner, would eventually have driven him crazy. To whoop and sizzle and dart and gush and spill action and wise cracks all over the place, as Witwer did, suited him perfectly. When I pointed out to him that Witwer, in addition, made more money, while he was alive, than Kahler, you should have seen him go. He spent a lot of money for a group of old magazines featuring Witwer's work and tore in. In another six months he will probably be stale for having studied nothing but Witwer.

ANOTHER type I come in contact with constantly is the person who is trying to write for reasons he does not understand at all, and who is not fitted to write, since his complex is a serious matter that would only be aggravated by his desire to closet himself away from the world and pour out his psychoses on paper. This is the type that H. A. Overstreet, in his book called "About Ourselves," calls "Microparanoiac." He says:

"The symptoms of what I shall venture to call Microparanoia, then, or paranoia-in-the-little, are, (1) an egotism unjustified by real achievement; (2) an unwillingness to take blame upon oneself; (3) an attitude of contentiousness; (4) a tendency towards unsocial behavior. Where we find one or all of these traits, it is time to be alert to danger."

Even if you do not recognize *that* type every editor does. They are the bane of editorial offices, with their stories and arti-

cles railing at the world, which certainly needs railing at—but such railing is hard to sell and brings a low word rate. What such a person needs, I think—because I have seen several cured that way—is a long series of wild parties. A prolonged drinking spree. A series of extravagant affairs with young ladies. If, instead, he turns more and more in upon himself and writes thousands of cubic feet of morbid mush that no commercial market would touch, he is headed for the sanitarium.

Not, I hasten to add, that a touch of "queerness" indicates any such condition. Karl A. Menninger, in his splendid volume (and I would recommend this book above all others) "The Human Mind," points out:

"For surely anyone who achieves anything is, *a priori*, abnormal; this includes, not only the geniuses, but the presidents, the leaders, and the great entertainers. I presume most of the people in *Who's Who In America* would resent being called normal."

Another ailment that the writers who write to writers have is "knowledge." This group includes the many crossroads school marmas whom Mencken mentions who are always trying to write and can't because they have too much knowledge and too little intelligence. Menninger points out, in this connection: "Knowledge is the material stored; intelligence is the capacity to use it." What such writers need is to study a long list of lowbrow pulp-paper books and note the plot formulas used. What they do do, however, is to pore over Stephen Crane and Katherine Mansfield. Steve and Katie were two of the Biggest Shots the short-story ever had in America . . . but alas, the sort of thing they wrote would never do to illuminate soap advertisements with . . . and, after all, the uses of commercial fiction are just that . . . to draw the attention of people to the advertisements in the magazine publishing it.

But by far the greatest trouble of all free-lance writers is sheer laziness, unrecognized, and sometimes engendered by physical matters, such as auto-intoxication, ill health, lack of exercise, etc.

TIME and time again I have traced a tyro's troubles directly to some form of mental or physical laziness. Actually—and we must all face it, for it is true—many of us turn to writing in the hope that it will give us a means of livelihood less irksome than the appalling "jobs" we held previously. But we all have to face this too: the free-lance fictioneer has to work *harder* than almost any man with a job. He has nobody

to look to but himself for his livelihood. Even the editors won't help him in this quarter, because every editor in the country, instead of giving the breaks all to those who are in the business of producing material for him, scatters his checks over a wide field of protected married women, and part-time writers, who write only as an avocation and have other sources of livelihood. The free-lance writer, in the business of providing editors with what they need, should *always* have preference; but he seldom gets it, so he must work twice as hard, in competition with forty or fifty thousand occasionals who write a story or two a year in order to buy a new scarf for the piano, or a company cocktail shaker.

Unfortunately the laziness of a writer seldom is apparent as simple laziness; it almost always appears in the form of a complex of some sort. One's "nerves" begin to act up, so one must take a week's rest or have a nervous breakdown. . . . Nervous breakdown, piffle! One has a "cold" that one would not think of laying off from work on behalf of, if he were employed by another; but he goes to bed, because there is nobody to stop him, instead of taking a bromo quinine, a walk in the air, and going right ahead to forget it. (I have noticed that colds nursed in bed invariably get worse if they are only slight colds; and almost invariably disappear with some fresh air and attention to the colon.)

I could list here not less than a hundred apparent mental or physical ailments that I have been attacked with myself, or have seen other writers attacked with, that were simply and solely sheer laziness manifesting itself through oblique channels. Even the writer who insists he is "mentally becalmed, written out, and stale," is usually just suffering an attack of laziness under a sweeter name. If he goes to the typewriter and works away anyway, in a day or so, when the subconscious sees that the trick isn't going to work, it says "Uncle," as I previously noted in these pages, and capitulates.

BUT, you say, suppose all that I remark upon is quite true, what's to be done about it? Alfred Adler, in his book, "Problems of Neurosis," says:

"The conscious life becomes unconscious as soon as we fail to understand it—and as soon as we understand an unconscious tendency it has already become conscious." And, of course, when it has become *conscious* you can deal with it consciously and intelligently and dispose of it. To this end I highly recommend the psychological books

I have mentioned in this article. None of them are old; most of them are new, and far better than the long list of such books of the past—for the science of psychology is developing astonishingly, and each year sees a new set of books on the subject.

Even in its infancy, when everyone is

more or less guessing, psychology is a science of direct and immediately available value; no writer should be in ignorance of it, even if his literary output is no more glorified than that of the average advertising copy-writer.



The One-Act Play Market

BY MORRIS McNEIL.

GOOD one-act plays are the rarest commodity in the writing market to-day. The reason is obvious. They're hard to write and hard to sell. On the other hand bad one-acters are easy to write and easy to sell. But there's no money in it. By this I mean they go for a flat price of \$25.00 to \$35.00, which averages about $\frac{1}{2}$ c per word.

But the good one-acters can make a lot of money, even in this day of vanishing vaudeville. The reason is that the Little Theater movement is growing stronger and stronger in this country and they want good one-act plays. When they can get them they pay five and ten dollars a performance royalty.

A writer who is turning out a fair-sized volume of material during the year is bound to get a few ideas which can be turned into plays. Personally, when I get one of these ideas, I don't immediately write it into a play. First I write my story, then take the story and rebuild it into a one-acter. The story can be sold without injuring the value of the play.

But after the one-acter is written comes the problem of selling it. There are only three or four publishers who pay good prices for plays—that is, royalty prices. And I've found that most of these shy away from the sort of thing that appeals strictly to the Little or Experimental Theater. There is no sufficient volume there to make the play a big seller. Consequently a good play is likely to be a drug on the market.

I have one play that has been produced on a royalty basis a number of times, but publishers reject it without a kind word. Yet it is right down the Little Theater alley. Let a Little Theater group read it and they're not satisfied until they can produce it. It has been played by Little Theater outfits so remote that nobody but their friends ever heard of them, and by as important a crowd as the Goodman Theater

studio of the Art Institute in Chicago. I can't sell it to the publishers but it makes me money just the same.

On the other hand I've taken some of my sophomore nightmares out of the trunk recently and sold the amateur rights for a flat price of \$25.00 each. They were so bad that a Little Theater group would hold their noses over them, but they were great stuff for high schools and Sunday School classes to do. And there are a million prospects for them.

But the tough babies are the good ones—the ones the Little Theater outfits are looking for. Literary plays—unusual plays—brilliant plays. How to market them? The only way I've found, if the publishers turn thumbs down, is to go direct to the Little Theaters themselves.

I'm fortunate enough to have found a mimeographer who will do my stuff for me at slightly more than cost, provided he can do it at his convenience. When his business is slow he prefers to keep his machines and his help going at something, and occasionally I furnish that something. I mail a copy of my play to every prospective customer I know, and usually I get returns on it. On the title page I give all necessary information regarding royalty, etc., so that it is not necessary to include a letter of explanation. This would entail additional postage, since mimeographed matter can be mailed at a lower rate than typewritten matter.

I believe that an unpublished manuscript is of more interest to the average Little Theater than one listed in the publishers' catalogues. The amateur director as well as the professional would rather get his hands on a new play than something somebody else has done. He likes to feel that he is experimenting with something new. A good play will find buyers in the Little Theater market. A bad play may bring in a few dollars and still be sold later to the

publishers as a non-royalty play. Of course, you have to gamble with your hard-earned money, but gambling is always exhilarating, especially when you win.

In getting plays mimeographed, if the price is too steep, buy your own stencils and make a copy of the play, then take the stencils to the mimeographer and have him run them off for you. This will reduce the cost considerably.

Mail the bound plays to the complete list of Little Theaters at the same time. Do not enclose return postage. You'll lose a lot of your scripts even if you do. Some of them will come back even though you don't send postage. But you don't want them to come back if it can be helped. It may take a couple of years before your play gets production in some places, so the best way is to make a gift of the script and pray that it won't get lost before the director reads it.

If you can get in with a local producing group and get a first hearing on your plays it helps a lot. First it gives you a chance to rewrite them after watching a production. Second, it helps a lot to say on the title page: "First produced by The Skookum Little Theater, March 13, 1931, at the Skookum Playhouse." For this service, give the local outfit your plays without royalty, if necessary. I've found that an author has no standing in his own home town, and the Little Theater members will think they're being gyped if they have to pay royalty for something that Bill Jones, old Sol Jones' boy, wrote.

Here is the list of Little Theaters:

Beechwood Players, Scarborough-on-Hudson, New York.
 Birmingham Little Theater, Birmingham, Ala.*
 Cincinnati Company, Taft Auditorium, Cincinnati, Ohio.*
 Columbia Stage Society, Town Theater, Sunter Street, Columbia, S. C.
 Dallas Little Theater, Dallas, Tex.
 Fort Worth Little Theater, 1312 W. Tucker Street, Fort Worth, Tex.*
 Goodman Theater, Art Institute, Chicago, Ill.*
 Hull House Players, 800 S. Halsted Street, Chicago, Ill.
 Lenox Hill Players, Cherry Lane Theater, Commerce Street, New York City.
 Memphis Little Theater, LaFayette Place, Chickasaw Gardens, Memphis, Tenn.*
 Omaha Community Playhouse, 4004 Davenport Street, Omaha, Neb.*
 Plays and Players, 1714 Delancey Street, Philadelphia.
 San Antonio Little Theater, San Antonio, Tex.*
 Shreveport Little Theater, Shreveport, La.
 Berkeley Playhouse, Berkeley, Calif.*

Chattanooga Little Theater, Chatanoogo, Tenn.*
 Cleveland Play House, 2040 E. Eighty-sixth Street, Cleveland, Ohio.*
 Columbus Players Club, 547 Franklin Street, Columbus, Ohio.
 Des Moines Community Drama Association, 520 Thirty-fifth Street, Des Moines, Ia.*
 Galveston Little Theater, Galveston, Tex.
 Hart House Theater, University of Toronto, Toronto, Canada.
 Indianapolis Civic Theater, 1847 Alabama Street, Indianapolis, Ind.*
 Le Petit Theatre du Vieux Carre, 616 St. Peter Street, New Orleans, La.
 North Shore Theater Guild, 1706 Sherman Avenue, Evanston, Ill.
 Pasadena Community Playhouse, 39 S. El Molina Avenue, Pasadena, Calif.
 Portland Civic Theater, Portland, Ore.*
 Santa Barbara Community Arts Association, Lobero Theater, Santa Barbara, Calif.
 St. Paul Players, 110 Macubin Street, St. Paul, Minn.*
 Vagabond Players, 100 E. Monument Street, Baltimore, Maryland.
 Vancouver Little Theater, 337 Hastings Street, Vancouver, B. C., Canada.
 Washington Square Players, New York University, New York City.
 Wisconsin Players, 355 Van Buren Street, Milwaukee, Wis.*
 Ypsilanti Players, Ypsilanti, Mich.

REAGARDING the sale of one-acters to radio broadcasters, it is my opinion that very few plays which are suitable for the stage are usable by the radio studios. Occasionally a two- or three-character play is down the radio alley, but not often. Either shoot at one mark or the other.

If you don't get sales from the Little Theaters direct you can probably decide that your play is no good. But don't lose heart. It may still be good enough for High Schools and Sunday Schools. If it is you may sell the script outright to one of the following:

Walter Baker and Co., 41 Winter Street, Boston.
 D. Appleton and Co., 35 W. Thirty-second Street, New York.
 The Willis Bugbee Co., Syracuse, N. Y.
 T. S. Denison and Co., 623 S. Wabash Avenue, Chicago.
 Dramatic Publishing Co., 542 S. Dearborn Street, Chicago, Ill.
 Eldridge Entertainment House, Franklin, Ohio.
 Fitzgerald Publishing Co., 18 Vesey Street, New York.
 Samuel French, Inc., 25 W. Forty-fifth Street, New York.
 Longmans, Green and Co., 55 Fifth Avenue, New York.
 Paine Publishing Co., 40 E. First Street, Dayton, Ohio.
 E. S. Werner, 701 Seventh Avenue, Belmar, N. J.

* Use plays for children.

Fiction Tips That Have Increased My Income

BY BENGE ATLEE



Benge Atlee

even in the pulp-paper category. Nevertheless, considering that this is the culmination of a dozen years' work, and considering also that I write only in the spare time I can take from my real profession, surgery, it does show that without any natural talent and struggling along in the dark I have been able to make some advance.

Like many others, I have received a certain amount of help from what one might call wayside tips.

Let's consider the first of these. One day when I was selling about a third of my output (and a mighty small output it was), I read the following: "Get your hero into a mess and keep him in and out of messes until your climax." In all my struggles this proved the first really beneficent ray of light. Following that ray I really began to make sales. My trouble had been that I used to write with a climax in my mind, and I got very little "conflict" until that climax, which came too late to save the story from a death by inanition. Thereafter I started with my first "mess," and it was my purpose to get my hero into trouble of some sort just as soon as I could. Then I got him, as soon as I safely could, into another mess—each one leading definitely towards a climax that usually came of itself logically and without effort. I find now that all I need in beginning a story is my first "mess." Once involved in that the story seems to grow—by feeding on its own exhaust.

The second tip was: "Don't waste time describing your hero, his circumstances and

I WAS not born with a gift for writing, but only the ambition to see my name in print. I have not been, and probably will not be, a particularly successful fictioneer. Last year I made about seven thousand dollars out of it and will make about the same this year—which isn't so much

his environment, before getting him into the story." As a beginner I was so eager to put my hero and my locale before the reader that I wasted valuable time and valuable words. I find now that I can describe my hero best when I have him in action. I find also that I can describe my environment most effectively by showing its effect on the characters. Take an example:

The jungle stretched interminably in undulating green. The West African sun was hot in the heavens as Jim Acroyd stepped from the jetty into the Moth seaplane that swung on the brown waters of the Ankobra River.

Read it this way and see if you get me.

Jim Acroyd wiped the sweat from his face as he stepped from the jetty into the Moth seaplane. Heat! It quivered over the interminably undulating West African jungle, hung like a breathless pall over the sinister brown river.

Let me say that these two tips helped me to double my income from writing in one year.

The third tip had reference to characterization. My own complaint against so many of the pulp-paper heroes is that they are the same—invariably and monotonously the same. And I must plead guilty to having done my bit to furnish this monotony. I still find myself getting carried away by my action and giving too little attention to making my hero, and indeed all my characters, vivid, real human beings. And more and more in these latter days I am beginning to believe that one of the reasons why I am still collecting too many rejection slips is because I do not sufficiently characterize my people. It was a tip that first set me thinking. God knows where I got it or the others. And the tip was: "Give your characters a definite tag and keep 'em tagged not only by repeating the description but by making them do the sort of things and react in the sort of ways that a person with such a tag would act and react."

I have read stories and written 'em wherein the character's acts belied his description. Take that type of hero we all delight in, the strong silent man. If I pick up a story with such a tag tied to the hero I invariably dive into it eagerly. And suddenly I am let down by finding that on page three he rids himself of a peck of garrulity, and I say: "Another good story gone wrong!"

But the tag is useful. It needn't amount to much—just a phrase that you repeat every so often. You can modify it or add to it, but it's surprising how many fairly vivid characters can live through a real short-story on a single tag.

Another useful and I think valuable tip is one that I got very lately. It is: "Use whatever devices you can to insure that your reader will suffer and exult with your hero." Your reader invariably puts himself in the place of your hero, and he will get more "escape" in reading your tale if he can experience every emotion to the full as your hero experiences it.

Take an example: Jeff Bacon has crept up to a window in which he knows the two conspirators are conspiring. One of them turns out to be a man whom he did not in the least suspect—in fact he expected to see quite another man.

Describe it this way first:

Leaving the wall of jungle, Jeff Bacon stealthily crept towards the window. Lifting his head above the sill, he glanced in and saw the Frenchman and Connors sitting at the single table. He certainly hadn't expected to see Connors. He hadn't even suspected the fellow of complicity.

Put it this way:

Leaving the wall of jungle, Jeff Bacon crept toward the window. Stealthily. Every sense alert. Realizing full well that unseen eyes might pick him out at any moment. Crouched under the sill, he glanced again each way. No sound. No stirring—only the rumble of those voices inside. Slowly he raised his eyes above the sill. As they took in the picture his taut body gave a start of surprise. Two men sat the table, Renvier and —Connors!

Connors! Good God! Was the engineer in this, too?

Then there is another tip, the last that I shall part with upon this occasion. It is somewhat hard to describe it in so many words, but the idea is that as much action as possible shall run through all pure description.

For instance, you want to say that your hero has an unruly mop of blonde hair, that he has a wide humorous mouth, that his grey eyes are clear and steady, and that generally speaking he is a fairly tall, husky fellow. All this can be said, and is being said in stories. But somehow I find in my own reading that I am more gripped if it is aided by action of some sort. Well, now, you want to get this description in with action. Let's suppose the story opens with another character saying something. Like this:

"Well, Bub, it looks like we're in for a peck of hell and no mistake," said Jed Travers.

Bill Blakewell's gray eyes were clear and steady as he glanced down at the shorter man. The suggestion of a smile curled at the corners of his wide humorous mouth. Brushing his hand back through the mop of unruly blond hair that threatened his forehead, he gave his strong shoulders a shake and said grimly:

"Let her bump!"

You will see that in a crude way action flows all through the description of young Bill. And from now on it will be fairly easy to "characterize" him by a few references here and there throughout the tale to his "wide humorous mouth," or that "mop of unruly blonde hair." And all his remarks will have about them the same sort of a sharp, terse ring as that "Let her bump!"—if you get what I mean.

Very crude from the highbrow standpoint. True enough. But after all, we have to live, and with such crudities I have been able to increase the seven hundred dollars earned in 1922 to the seven thousand earned last year. With them, and others gleaned here and there from kindly sources, I hope to increase that amount.

A word about editorial counsel. I have heard many beginners exclaim: "If these editors would only give a fellow a hint of what's wrong when they return a story." I have felt the same and still feel it. And yet I get very few stories back these days without some comment from the editors. I sometimes get a story back with the hint that if certain changes are made the story will be acceptable. In the latter case I have sometimes found that the editors did know what they were talking about and that the revamped tale sold to them. In other cases they refused it, in which cases I found that when I later did sell the story it was the original and not the revamped tale which sold. As to the letters of general criticism that I have received from editors, I have found that on the whole they did not help me. My impression was that the editor really did not know why he was returning what he felt was a "fair" story, but just put in the criticism because he felt that he must say something. I don't believe that an editor returns a story because it hasn't enough "plot" or "characterization" or "atmosphere" or "conviction," but because the story, lacking or containing these elements, did not appeal to him. And I make it my thesis that it is only by following one way or another the fundamental human equations that lie behind the "tips" I have mentioned (and others that I am still ignorant of) that a man can write a story which will make the editors buy.

THE AUTHOR & JOURNALIST'S HANDY MARKET LIST

FOR LITERARY WORKERS . . . PUBLISHED QUARTERLY

SEPTEMBER, 1931

The Handy Market List is designed to give, in brief, convenient form, the information of chief importance to writers concerning periodical markets. Constant vigilance is exercised to keep this list up to the minute. New publications, changes of address, and changes of editorial policy are closely followed in preparing for each quarterly publication. Only a few obvious abbreviations are employed; M-20 means monthly, 20 cents a copy; 2M-10, twice monthly, 10 cents a copy; W-15, weekly, 15 cents; Q, quarterly, etc. Numbers indicate preferred word limits. Acc. indicates payment on or reasonably soon after acceptance; Pub., payment on or after publication. First-class rates, around 5 cents a word; good rates, an average around 1 cent or better; fair rates, around $\frac{1}{2}$ cent; low rates, under $\frac{1}{2}$ cent. Ind. indicates indefinite rates. Inc. indicates that our data on payment is incomplete. Editor's name is given in most cases.

LIST A

General periodicals, standard, literary, household, popular and non-technical, which ordinarily pay on acceptance at rates of about 1 cent a word or better.

Aces, 220 E. 42d St., New York. (M-20) War-air novelettes on Western front 12,000 to 30,000; verse. J. B. Kelly; John F. Byrne, Mng. Ed. 1c up, Acc.

Ace-High, 80 Lafayette St., New York. (2M-20) Western adventure, sport, short-stories 3500 to 6500, novelettes 25,000, 4-part serials 40,000. W. M. Clayton; H. A. McCormas. 2c up, Acc.

Action Novels, 220 E. 42d St., New York. (Bi-M-20) Western, adventure novelettes 10,000, novels 20,000 to 30,000, American hero. J. B. Kelly; John F. Byrne, Mng. Ed. 1c up, Acc.

Action Stories, 220 E. 42d St., New York. (M-20) Western and adventure short-stories 4000 to 6000, novelettes 10,000 to 12,000; verse. J. B. Kelly; John F. Byrne, Mng. Ed. 1c up, Acc.

Adventure, 161 6th Ave., New York. (2M-25) Adventure, Western, sea, foreign short-stories 3000 to 15,000, novelettes 15,000 to 40,000, serials 50,000 to 100,000; fillers up to 2000, adventure articles, verse. A. A. Proctor. 2c up, verse 75c to \$1 line, fillers \$10 up. Acc.

Airplane Stories, 305 E. 46th St., New York. (M-25) Air action short-stories 3000 to 8000, novelettes 8000 to 30,000, serials 30,000 up. No love interest. Wm. L. Mayer. 1c up, Acc.

Air Stories, 220 E. 42d St., New York. (M-20) Aviation short-stories 4000 to 6000, novelettes 10,000 to 12,000, 3-part serials 45,000, complete novels 20,000 to 30,000. J. B. Kelly, John F. Byrne, Mng. Ed. 1c up, Acc.

Air Trails, 79 7th Ave., New York. (M-20) Thrilling air short-stories 3000 to 7000, novelettes 10,000 to 20,000, serials 40,000, occasional articles 1500, verse 4 to 6 stanzas. Paul Chadwick. 1c up, Acc.

All Star Detective Stories, 80 Lafayette St., New York. (Bi-M-20) Fast action detective short-stories 3000 to 6000; novelettes 10,000 to 15,000. Carl Happel. 2c up, Acc.

All-Story, 280 Broadway, New York. (2M-20) Melodramatic, thrilling love short-stories, heroine's viewpoint, 4000 to 7000, novelettes up to 15,000, serials up to 40,000; rhymed verse up to page length. Anita Fairgrieve, ed; Miss Louella F. Still, ass. ed. Good rates, Acc.

American Magazine, The, 250 Park Ave., New York. (M-25) Short-stories 3500 to 5000, serials 45,000 to 60,000, illustrated personality sketches 1000 to 1500, human-interest articles, dramatic stories of achievement 3500 to 5000. Summer N. Blossom. First-class rates, Acc.

American Mercury, The, 730 5th Ave., New York. (M-50) Sophisticated reviews, comment, essays; serious and political articles, short-stories, sketches, verse; high literary standard. H. L. Mencken. Good rates, Acc.

Argosy Weekly, 280 Broadway, New York. (W-10) Adventure, mystery, unusual, humorous short stories 1000 to 7000, novelettes up to 20,000, serials up to 60,000, prose fillers up to 500. Don W. Moore, 1 $\frac{1}{2}$ c up, Acc.

Astounding Stories, 80 Lafayette St., New York. (M-20) Fantastic pseudo-scientific short-stories up to 9000, novelettes 20,000 to 30,000, 3 or 4-part serials 40,000 to 60,000. Love interest permitted. Harry Bates. 2c up, Acc.

Atlantic Monthly, 8 Arlington St., Boston. (M-40) Comment, reviews, essays, human-interest articles; sketches, short-stories, verse; high literary standard. Ellery Sedgwick. Good rates, Acc.

Battle Stories, 529 S. 7th St., Minneapolis, Minn. (M-25) War and air-war short-stories 3000 to 8000, novelettes 12,000 to 15,000, serials 40,000 to 60,000, installments of 15,000, ballad verse up to 32 lines. True front-line experience stories, first-person preferred. Roscoe Fawcett, Jack Smalley. 2c, poetry 25c line, Acc.

Black Mask, 578 Madison Ave., New York. (M-20) Detective, Western, border, short-stories 6000 to 8000, novelettes 12,000 to 15,000. Romance permissible. Joseph T. Shaw. Good rates, Acc.

Blade and Ledger, 510 N. Dearborn St., Chicago. (M-5) Clean romantic, adventure short-stories, small-town background, 1000 to 3500. Wm. Fleming French. 1 $\frac{1}{2}$ to 5c, Acc.

Blue Book, 230 Park Ave., New York. (M-25) Western, mystery, adventure short-stories, novelettes, novels. Monthly true-experience prize contests. Donald Kennicott. 2c up, Acc.

Breezy Stories, 1071 6th Ave., New York. (M-20) Sex short-stories, 2500 to 6000, novelettes 12,000 to 15,000; light verse. Cashel Pomeroy. 1c, verse 25c line, Acc.

Calgary Eye-Opener, Box 2068, Minneapolis. (M-25) Jokes, jingles, gags, wise-cracks, epigrams; humorous sketches up to 200, verse up to 60 lines; ideas for illustrations; light verse, prison, vagabond, emotional appeal. Phil Rolfsen; E. A. Sumner, associate. \$1 to \$10, Acc.

Canadian Home Journal, 71 Richmond St., W. Toronto, Ont. (M-10) Short-stories up to 5000, 4 to 6-part serials. Articles of interest to Canadian women up to 2500. W. Dawson. Good rates, Acc.

Canadian Popular Magazine, Sydney, Nova Scotia, Canada. (M-25) Adventure, sport, war, air, detective, mystery, romantic short-stories 5000, novelettes 15,000, serials up to 75,000; fillers 200. W. E. Poole; C. O. Whitman, associate. 1c up, fillers \$5, Acc.

Chatelaine, The, 143 University Ave., Toronto, Ont., Canada. (M-10) Articles of Canadian woman interest up to 2000, short-stories 3500 to 5000, 2 to 4-part serials. Byrne Hope Sanders. 1c up, Acc.

Clues, 80 Lafayette St., New York. (M-20) Detective crime short-stories 3000 to 6000, novelettes 20,000 to 30,000, serials 40,000 to 60,000. W. M. Clayton, Carl Happel. 2c up, Acc.

College Humor, 1050 N. La Salle St., Chicago. (M-35) Youthful modern short-stories up to 8000, novelettes, serials, general and sport articles, college-interest; sketches, jokes, humorous essays; gay verse, epigrams, art work. H. N. Swanson. First-class rates, jokes \$1, verse 50c line, Acc.

College Life, 570 7th Ave., New York. (M-25) Swift-moving, realistic short-stories, collegiate background, sex interest, 3500 to 5000; novelettes 8000 to 10,000, collegiate articles up to 1500, humorous verse, jokes, editorials. 300. N. L. Pines. 1 $\frac{1}{2}$ c up, verse 10c to 20c line, jokes 35c to 50c, Acc.

College Stories, 79 7th Ave., New York. (M-20) Collegiate short-stories, novelettes. Good rates, Acc.

Collier's, 250 Park Ave., New York. (M-5) Short-stories up to 8000, serials up to 60,000; articles on popular questions of the day 3500 to 5000, editorials. Wm. L. Cheney. First-class rates, Acc.

Columbia, 45 Wall St., New Haven, Conn. (M-10) Knights of Columbus publication. Articles on contemporary science, travel, sport, topics of general interest for men 2500 to 3500; action short-stories 5000, verse. John Donahue. 1 to 3c, Acc.

Comfort, Augusta, Me. (M-5) Short-stories 1000, articles of family interest, household miscellany. V. V. Detwiler. 1 to 3c, Acc.

Complete Detective Novel Magazine, 1926 Broadway, New York. (M-25) Detective novels 60,000 to 75,000, true tales of detective work 1000 to 2500. 1c, Acc.

Complete Gang Novel, Myrick Bldg., Springfield, Mass. (M) Underworld adventure novels 50,000 to 60,000. Kenneth Owens. 1c up, Acc.

Complete Stories, 79 7th Ave., New York. (2M-20) Western, adventure short-stories, novelettes, novels up to 50,000, verse. Edmund C. Richards. 1½ to 2c, Acc.

Cosmopolitan (Hearst's International combined with), 57th St. and 8th Ave., New York. (M-35) Short-stories 5000; short-shorts 1000 to 1500, unusual light love, humorous themes; articles, personal experience, 4000 to 5000. Harry Payne Burton. First-class rates, Acc.

Country Gentlemen, The, Independence Sq., Philadelphia. (M-5) Short-stories, serials, articles of interest to rural readers; humorous sketches, jokes, agricultural and household articles. Miscellany for boys' and girls' depts. Philip S. Rose. First-class rates, Acc.

Cowboy Stories, 80 Lafayette St., New York. (M-20) Cowboy, rangeland short-stories 3000 to 6000, novelettes 25,000, 2-part stories 14,000 to 18,000. W. M. Clayton; H. A. McComas. 2c up, Acc.

Cupid's Diary, 100 5th Ave., New York. (2-M-20) Sentimental love short-stories, girl's viewpoint 4000 to 7000, novelettes 10,000 to 15,000, serials 40,000 to 60,000, lyrics 8 to 16 lines. Helen MacVie, 1 to 2c, Acc.

D. A. C. News, Detroit Athletic Club, Detroit, Mich. (M-25) Humorous sketches up to 1500, verse. Chas. A. Hughes. First-class rates, Acc.

Dance Magazine, The, 570 7th Ave., New York. (M-35) Articles on any branch of musical show business 2500. Paul R. Milton; Harold Hersey, publisher. 1c, Acc.

Delineator, 161 6th Ave., New York. (M-10) Dramatic, human short-stories 5000, serials, articles. Oscar Graeve. First-class rates, Acc.

Dell Publishing Co., 100 Fifth Avenue, New York. Unnamed magazine of unusual Western fiction, no love interest. Short-stories 5000, novelettes 10,000, novels 20,000. Carson W. Mowre. Good rates, Acc.

Detective Fiction Weekly, 280 Broadway, New York. (W-10) Detective articles, short-stories, novelettes, serials. Howard V. Bloomfield. 1½c up, Acc.

Detective Story Magazine, 79 7th Ave., New York. (W-15) Detective, mystery short-stories up to 5000, novelettes up to 25,000, serials up to 80,000, 12,000-word installments, articles on crime, etc., 300 to 2500. F. E. Blackwell; Dorothy C. Hubbard, associate. Good rates, Acc.

Dream World, 1926 Broadway, New York. (M-25) First-person short-stories 5000, serials 25,000 to 50,000, verse, of love and romance. Helen J. Day. 2c, verse 50c line, Acc.

Elks Magazine, 50 E. 42d St., New York. (M-20) Articles, short-stories up to 5000, serials up to 50,000. Short short-stories. Joseph T. Fanning; Bruce McClure, Mng. Ed. First-class rates, Acc.

Farmer's Wife, 61 E. 10th St., St. Paul, Minn. (M-5) Articles for farm women of general and household interest; short-stories, short serials, verse. F. W. Beckman, Mng. Ed. 1c up, Acc.

Far East Adventure Stories, 25 W. 43d St., New York. (M-20) Adventure fiction laid in Orient, Philippines, South Sea Islands, etc. Short-stories 3000 to 9000; novelettes 9000 to 25,000; 2-part stories 30,000. "New Authors' Corner." Wallace R. Bamber. 1c up, Acc.

Far West Romances, 79 7th Ave., New York. (M-15) Western love short-stories 5000 to 6000, novelettes 15,000 to 25,000, serials 36,000 to 80,000, installments of 12,000. Dorothy C. Hubbard. Good rates, Acc.

Fight Stories, 220 E. 42d St., New York. (M-20) Action stories of the prize ring, short-stories 3000 to 6000, novelettes 10,000 to 12,000. J. B. Kelly; John F. Byrne, Mng. Ed. 1c up, Acc.

Film Fun, 100 5th Ave., New York. (M-20) Collegiate jokes, quips, epigrams up to 300, humorous verse. Lester Grady. Short text 3c word up; verse 50c up line; jokes, quips \$1.50 up, Acc.

Five Novels Monthly, 80 Lafayette St., New York. (M-25) Western, adventure, sport, mystery, romantic novels 25,000, strong love interest essential. W. M. Clayton; John Burr. 2c up, Acc.

Foreign Service, Memorial Bldg., Kansas City, Mo. (M)

Short-stories, articles of interest to overseas men up to 2500. Illustrations. Barney Yanofsky. 2c up, Acc.

Forum, 441 Lexington Ave., New York. (M-40) Controversial articles, essays, "first" short-stories 2000 to 3000, serials. Henry Goddard Leach. Good rates, Acc.

Frontier Stories, 220 E. 42d St., New York. (M-20) Old West short-stories 4000 to 6000, novelettes 10,000 to 12,000, novels 20,000 to 30,000; Old West fact articles, verse. J. B. Kelly; John F. Byrne, Mng. Ed. 1c up, Acc.

Good Housekeeping, 56th St. and 8th Ave., New York. (M-25) Young love short-stories, serials, verse 3 or 4 stanzas. Overstocked on articles. W. F. Bigelow. First-class rates, Acc.

Gun Molls, 305 E. 46th St., New York. (M-20) Short-stories 3000 to 7000; novelettes 7000 to 30,000; serials 30,000 up; underworld woman interest. True mystery and detective stories. Wm. L. Mayer. 1c up, Acc.

Harper's Bazar, 56th St. and 8th Ave., New York. (M-50) Society and women's interests, short-stories, serials. Charles Hanson Towne. Good rates, Acc.

Harper's Magazine, 49 E. 33d St., New York. (M-40) Human interest articles, essays, short-stories 4000 to 7000, serials up to 60,000, verse, high literary standard. Lee F. Hartman. First-class rates, Acc.

Holland's, The Magazine of the South, Main and Race Sts., Dallas, Texas. (M-10) Articles of interest to South 3500 to 4000, short-stories 5000 to 8000, serials 30,000 to 80,000; verse up to 24 lines, children's stories. F. P. Holland. 1½c up, verse up to 24 lines, photos \$3 up, Acc.

Home Magazine, The, 55 5th Ave., New York. (M-10) Domestic and love short-stories 1000 to 2000, home service articles 1500, first-person true life dramas, short rhymed verse. Agnes Smith. 2c, usually Acc.

Household Magazine, 8th and Jackson Sts., Topeka, Kan. (M-10) Household and general articles, short-stories under 1000, also 2500 to 5000, serials 30,000 to 50,000, verse usually under 20 lines, hints. Nelson Antrim Crawford. 2c up, verse 50c line, Acc.

"I Confess," 100 5th Ave., New York. (M-15) Emotional, confessional, first-person short-stories 2500 to 5000, serials 10,000 to 30,000. Jean Boord. 1 to 2c, Acc.

Illustrated Detective Magazine, 55 5th Ave., New York. (M-10) Detective novels 60,000 up; short crime stories with photos. Kenneth Hutchinson. 2c, Acc.

Illustrated Love Magazine, 55 5th Ave., New York. (M-10) Love short-stories up to 4000, serials 25,000 to 30,000, articles on love and social problems of young people. Elsie K. Frank. 3c up, Acc.

Jungle Stories, 80 Lafayette St., New York. (Bi-M-25) Adventure novels, strange foreign settings, Tarzan type, 35,000. Good rates, Acc.

Ladies' Home Journal, Independence Sq., Philadelphia. (M-10) Articles 750 to 5000; short-stories 1500 to 7000, serials, short lyric or humorous verse. Loring A. Schuler. First-class rates, Acc.

Lariat Story Magazine, The, 220 E. 42d St., New York. (M-20) Cowboy short-stories 4000 to 6000, novels 30,000, serials 30,000 to 45,000, verse. J. B. Kelly. 1c up, Acc.

Liberty, 1926 Broadway, New York. (W-5) Romantic, adventure, humorous short-stories, youthful appeal, 1000 to 5000, timely human-interest articles. Wm. Maurice Flynn. First-class rates, Acc. Short-shorts under 1200 \$100 each.

Life, 60 E. 42d St., New York. (W-10) Humor in verse, skits, epigrams, sketches. F. B. Mallory. First-class rates, jokes up to \$5, Acc.

Love Romances, 220 E. 42d St., New York. (M-20) Strongly plotted, human love stories 3000 to 6000, novelettes 10,000 to 12,000, novels 30,000, 3-part serials 30,000 to 45,000; no first-person stories. Harriet A. Bradford. 1c up, Acc.

Love Story Magazine, 79 7th Ave., New York. (W-15) Thoroughly modern love short-stories 2500 to 6000, novelettes 10,000; 2 to 6-part serials, installments of 12,000, verse up to 16 lines. Miss Daisy Bacon. 1c up, Acc.

MacLean's Magazine, 143 University Ave., Toronto, Ont., Canada. (2-M-10) Articles on Canadian subjects, short-stories up to 5000, serials 30,000 to 65,000. H. Napier Moore. 1c up, Acc.

Master Detective, The, 1926 Broadway, New York. (M-25) True detective and crime stories, outstanding cases, illustrated by photos, with official by-line. Bert Bowden. 2c, extra for photos, Acc.

McCall's Magazine, 230 Park Ave., New York. (M-1) General and household interests; provocative articles 15,000 to 3000, short-stories 2500 to 6000, serials. Otis L. Wiese. First-class rates, Acc.

Modern Romances, 100 5th Ave., New York. (M-10) Confession, first-person, emotional but not sexy short-stories 2000 to 6000; novelettes and serials by order. Lyon Mearson. 2c, Acc.

My Story, 100 Fifth Avenue, New York. (M-10) Confession-type, first-person, emotional short-stories up to 2000. Lyon Mearson. Good rates, Acc.

National Geographic Magazine, 1156 16th St., N. W., Washington, D. C. (M-50) Authoritative illustrated, usually on assignment, travel articles. Gilbert Grosvenor. First-class rates, Acc.

New Yorker, The, 25 W. 45th St., New York. (W-15) Humorous, satirical articles, sketches up to 2000; clever verse, fillers. Good rates, Acc.

New York Magazine Program, 108 Wooster St., New York. (W) Short-stories 800 to 1000. Verse, fillers, jokes. Barbara Blake. 5c, Acc. (Overstocked)

North*West Stories, 220 E. 42d St., New York. (M-20) Snow country, rangeland fast-moving action short-stories up to 6000, novelettes 20,000 to 30,000, 3-part serials 30,000 to 45,000. Sympathetic element required; verse. J. B. Kelly; John F. Byrne, Mng. Ed. 1c up, Acc.

Pennac, The, Penn Athletic Club, Philadelphia. (M-25) Sports, outdoor articles, storyettes, humor 1000 to 1500. W. F. Kelly, Mng. Ed. 1½ up, photos \$1 up, Acc.

Pictorial Review, 222 W. 39th St., New York. (M-10) Articles of interest to women 2500 to 3500; action, drama, problem short-stories, novelettes, serials, verse. Percy Waxman. First-class rates, Acc.

Popular Magazine, 79 7th Ave., New York. (M-25) Romantic adventure, mystery, humor, business, Western short-stories 5000 to 9000, novelettes 30,000, serials 70,000, masculine appeal. Richard Merrifield. Good rates, Acc.

Railroad Man's Magazine, 280 Broadway, New York. (M) Railroad short-stories, novelettes, serials, 1500 to 50,000; verse 24 lines. Overstocked on articles. Freeman H. Hubbard. Good rates, Acc.

Ranch Romances, 80 Lafayette St., New York. (2-M-20) Western love short-stories 4000 to 9000, novelettes 30,000 to 35,000, serials 60,000 to 70,000; fillers up to 500; verse. Fanny Ellsworth. 2c up, verse 25c line, Acc.

Rangeland Love Story Magazine, 80 Lafayette St., New York. (M-20) Western love short-stories 5000 to 10,000; novelettes 30,000 to 35,000, serials 40,000 to 60,000. Verse Fanny Ellsworth. 2c up, verse 25c line, Acc.

Real Detective Magazine, 1050 N. LaSalle St., Chicago. (M-25) True illustrated crime and detective, police, gangster articles, exposures 3000 to 30,000, photos. Edwin Baird. About 1½c, photos \$3, Acc.

Real Life Stories, London Terrace, 405 W. 23rd St., New York. (M) Projected magazine using dramatic stories based on fact by newspaper reporters 4000 to 6000. Ed Bodin. 1 to 2c, Acc.

Real Love Magazine, 79 7th Ave., New York. (M-15) Confession type first-person love stories. Daisy Bacon. Good rates, Acc.

Redbook, 230 Park Ave., New York. (M-25) Short-stories, serials, feature articles. Edwin Balmer. First-class rates, Acc.

Review of Reviews, 55 5th Ave., New York. (M-35) Articles on politics, economics, national problems, travel. Albert Shaw. 2c up, Acc.

Rotarian, The, 211 W. Wacker Drive, Chicago. (M-25) Gripping, human-interest articles, essays, short-stories 1500 to 1800, verse. Emerson Gause. First-class rates, Acc.

Saturday Evening Post, The, Independence Sq., Philadelphia. (W-5) Articles on timely topics 4000 to 5000, short-stories 5000 to 7500, serials up to 90,000; humorous verse, skits. Geo. Horace Lorimer. First-class rates, Acc.

Scribner's Magazine, 597 5th Ave., New York. (M-35) Critical and interpretive articles 1000 to 7000; short-stories up to 5000; novelettes 15,000 to 35,000; little verse. Alfred Dashiel, Mng. Ed. Good rates, Acc.

Shadow, 79 7th Ave., New York. Projected Street & Smith magazine. Mystery short-stories, novelettes 35,000. Lon Murray. 1c, Acc.

Short Stories, Garden City, New York. (2M-25) Adventure short-stories up to 6000, novelettes 10,000 to 12,000, also 25,000, serials 30,000 to 75,000, outdoor fillers 50 to 500. Roy de S. Horn. Good rates, Acc.

Smokehouse Monthly, 529 S. 7th St., Minneapolis, Minn. (M-25) Jokes, wisecracks, cartoon suggestions, epigrams, ballads. W. H. Fawcett; C. H. Wheeler, associate. Jokes \$1 to \$5, verse 25c line, Acc.

Snappy Magazine, 570 7th Ave., New York. (M) Short snappy, sexy stories 1000 to 2500, 3-part serials 7500 to 9000. Alexander Samalman. 1c, Acc.

Soldiers of Fortune, 80 Lafayette St., New York. (Bi-M) Historical, swashbuckling adventure short-stories up to 9000, novelettes 22,000 to 28,000. Harry Bates. 2c, Acc.

Sport Story Magazine, 79 7th Ave., New York. (2M-15) Competitive sport short-stories up to 6000, novelettes up to 10,000. Lon Murray. Good rates, Acc.

Spur, The, 425 5th Ave., New York. (2M-50) Sport, travel, art, personalities, humor, verse. H. S. Adams. Good rates, Acc.

Startling Detective Adventures, 529 S. 7th St., Minneapolis, Minn. (M) True detective stories, solved cases, first person, under official by-line 4000, occasionally longer; photos essential. Leonard W. Diegre. 2c, photos \$3 up, Acc.

Strange Tales, 80 Lafayette St., New York. (Bi-M-25) Weird, occult, supernatural fiction. Harry Bates. 2c, Acc.

Sweetheart Stories, 100 5th Ave., New York. (2M-15) Love short-stories 6000 to 8000, novelettes 10,000 to 15,000, serials 20,000 to 35,000, verse 4 to 16 lines. Dorothy Grinnell. 1c to 2c, verse 25c line, Acc.

Thinker, The, 49 W. 45th St., New York. (M-25) Authoritative articles on modern thought-trends. Prefers query. Wm. H. Kofod. Good rates. (Slow.)

Top-Notch Magazine, 79 7th Ave., New York. (2M-15) Western, sport, mystery, detective short-stories up to 5000, serials up to 50,000; verse up to 32 lines. Ronald Oliphant. Good rates, Acc.

Triple-X-Western, 529 S. 7th St., Minneapolis, Minn. (M-25) Western short-stories up to 5000, novelettes 15,000, serials with thread of romance 45,000 to 60,000. Roscoe Fawcett; Jack Smalley. 1½c, Acc.

True Confessions, 529 S. 7th St., Minneapolis, Minn. (M-25) First-person, confession short-stories up to 5000, serials up to 15,000; articles on marriage divorce; short love poems. Roscoe Fawcett. 2c, verse 25c line, Acc.

True Detective Mysteries, 1926 Broadway, New York. (M-25) True fact detective and crime stories with actual photos, preferably under by-line of detective or police official, 2000 to 7000, serials 15,000 to 40,000. John Shuttleworth. 2c, Acc.

True Experiences, 1926 Broadway, New York. (M-25) First-person love, romantic short-stories 5000, serials 25,000 to 50,000. Eleanor Minne. 2c, Acc.

True Romances, 1926 Broadway, New York. (M-25) First-person short-stories 1000 to 8000 based on truth; true-story serials 30,000 to 60,000. 2c, Acc.

True Story Magazine, 1926 Broadway, New York. (M-25) True, confessional, first-person short-stories 5000, serials 25,000 to 50,000, jokes. L. M. Hainer, 2c, jokes, \$2 up, Acc.

Vanity Fair, 420 Lexington Ave., New York. (M-35) Satirical articles, essays on modern life 500 to 2000; lighter de societe, jokes on social themes. F. W. Crowninshield. 5c up, verse \$1 line, jokes \$5 to \$10, Acc.

Vogue, 420 Lexington Ave., New York (2M-35) Limited market for articles on smart women's interests. Edna W. Chase. 1c up, Acc.

War Aces, 100 5th Ave., New York. (M-20) Air-war action short-stories up to 6000, novelettes up to 12,000, serials up to 25,000; articles on air-war topics 4000. C. W. Mowre. 2c up, Acc.

War Birds, 100 5th Ave., New York. (M-20) Western front air-war short-stories 3000 to 10,000, novelettes 12,000 to 25,000. Fact items 300. Carson W. Mowre. 2c, Acc.

War Stories, 100 5th Ave., New York. (M-20) War (all fronts) short-stories 5000 to 6000, novelettes, true war articles, accounts of heroism, with photos, 4000 or 5000. A. H. Bittner. 1½c up, Acc.

West, Garden City, New York. (2M-20) Western and Northern adventure short-stories 2000 to 6000, novelettes 10,000, novels 25,000, serials up to 75,000; romantic interest desirable; verse up to 50 lines. Roy de S. Horn. Good rates, verse 25c line, jokes \$2.50, Acc.

Western Love Stories, 80 Lafayette St., New York. (Bi-M-20) Western love novelettes 10,000 to 20,000, verse. Fanny Ellsworth. 2c, Acc.

Western Romances, 100 5th Ave., New York. (M-20) Romantic Western action short-stories up to 7000, novels up to 25,000, verse 8 to 16 lines; fillers 200 to 300. A. H. Bittner. 1c up, verse 25c, Acc.

Western Story Magazine, 79 7th Ave., New York. (W-15) Western short-stories up to 5000, novelettes up to 25,000, serials 12,000-word installments; articles on Old West up to 2500; verse F. E. Blackwell; Dorothy C. Hubbard, associate. Good rates, Acc.

Whiz Bang, 529 S. 7th St., Minneapolis, Minn. (M-25) Jokes, epigrams, humorous rural editorials, ballads up to 64 lines, cartoon suggestions. W. H. Fawcett; C. H. Wheeler, associate. Jokes \$1 to \$5, verse 25c line, Acc.

Wild West Stories and Complete Novel Magazine, 1926 Broadway, New York. (M-25) Western novels 60,000 to 70,000, short-stories up to 5000. 1c, Acc.

Wild West Weekly, 79 7th Ave., New York. (W-10) Typical "Wild West" short-stories 3000 to 6000, novelettes 12,000 to 15,000. Ronald Oliphant. Good rates, Acc.

Wings, 220 E. 42d St., New York. (M-20) War-air novellas, Western front, 12,000 to 30,000; verse. J. B. Kelly. 1c up, Acc.

Woman's Home Companion, 250 Park Ave., New York. (M-10) Woman's and household interests. Articles, short-stories 2500 to 6000, serials up to 70,000. Gertrude B. Lane. First-class rates, Acc.

Woman's World, 4223 W. Lake St., Chicago. (M-5)

General periodicals which ordinarily pay less than 1 cent a word, or pay on publication, or which are chronically overstocked, or which offer a very limited market, or concerning which no definite information has been obtainable.

Abbott's Magazine, 3435 Indiana Ave., Chicago. (M-25) Negro interests. Feature articles, short-stories; miscellany. Buys only through literary agents. Lucius C. Harper. ½c, Pub.

Asia, 468 4th Ave., New York. (M-35) Articles on oriental life and thought interpreted in human terms; Russia and Africa included. Marietta Neff, Gertrude Emerson. Fair rates, Pub.

Amazing Stories, 1926 Broadway, New York. (M-25) Short-stories based on science with thread of romance 5000 to 20,000 words, novelettes 20,000 to 50,000. Scientific verse up to 40 lines. ½c up, verse 25c line, Acc.

American Cookery, 221 Columbus Ave., Boston 17. (M) Short articles on domestic science 2000 to 3000, essays 1000 to 2500, short stories 1000 to 3000. 1c up, Acc.

American Hebrew, 71 W. 47th St., New York. (W-15) Articles on outstanding Jewish personalities, short-stories of American Jewish life, dramatic storyettes 750 to 1000, occasional novelettes, serials. Isaac Landman; Elias Lieberman, literary Ed. ½c up, photos \$1 up, Pub.

American Legion Monthly, 521 5th Ave., New York. (M-25) Closed market. J. T. Winterich.

American Monthly and Germanic Review, The, 93 5th Ave., New York. (M-25) Articles on international policies 2000 to 4000. D. Maier, Ind.

American Weekly, The, 9 E. 40th St., New York. (W) Hearst newspaper feature section. Topical feature articles, illustrated. Serials usually by contract. Morrill Goddard, Ind., Acc.

Atlantica, 33 W. 70th St., New York. (M-35) Articles of interest to Italians 1500. Dr. F. Cassola. ½c, Acc.

Ballyhoo, 100 5th Ave., New York. (M-15) Humorous material largely staff-written. Norman Anthony, Inc.

Battle Aces, 205 E. 42d St., New York. (M-20) Air-war short-stories 5000 to 10,000, novelettes up to 15,000. Harry Steeger. 1c up, Pub.

Best Detective Magazine, 79 7th Ave., New York. (M) Not at present in the market. F. E. Blackwell.

B'nai B'rith Magazine, 70 Electric Bldg., Cincinnati, Ohio. (M) Jewish articles, essays, short-stories up to 3000; interviews. Alfred M. Cohen. 1c up, Pub.

Bookman, The, 386 4th Ave., New York. (M-50) Literary and critical articles, essays. Seward Collins. Low rates, Acc.

Bosart and Contemporary Verse, Oglethorpe University, Ga. (Bi-M-40) Distinctive poetry, book reviews. Mary Brent Whitside. Prizes.

Broadway Nights, 305 E. 46th St., New York. (M-25) Sexy, breezy short-stories, Broadway locale, 1500 to 3000, serials 5000 to 6000. 1c, Pub.

Canadian Magazine, 347 Adelaide St., W., Toronto, Canada. (M-10) Articles on Canadian topics up to 3000, short-stories up to 5000. Joseph Lister Rutledge. Up to 1c, Acc.

Chicagoan, The, 407 S. Dearborn St., Chicago. (M-50) Sophisticated, humorous articles, essays 1000 to 2000. Martin J. Quigley. 2c, verse 50c line, Pub.

Chicago Daily News, The, 400 W. Madison St., Chicago. (D-3) Storyettes with woman interest 700 to 2000, articles of women interest up to 1500. James A. Sanaker, feature Ed. 1c up, Pub.

Christian Science Monitor, Boston. (D-5) Sketches, essays, articles 750 to 1500; verse, miscellany. Juvenile fiction, articles. About 50c inch, verse 35c to 50c line, Pub.

Circus Scrap Book, The, 41 Woodlawn Ave., Jersey City, N. J. (Q-35) Circus history, lives of circus performers, scrap books, clippings, news items, photos dealing with the circus prior to 1900. F. P. Pitzer. ½c up, Acc.

Articles on woman's interests 1000 to 2000; adventure, humor and romance in short-stories 1500 to 5500, serials 40,000 to 50,000, short verse, jokes. Cora F. Sanders. Good rates, Acc.

World's Work, Garden City, New York. (M-35) Authoritative articles on timely topics up to 4000. Alan C. Collins. Good rates, Acc.

Young's Magazine, 1071 6th Ave., New York. (M-25) Sex short-stories 2000 to 6000, novelettes 12,000 to 15,000. Cashel Pomeroy. 1c, Acc.

Young Men, 347 Madison Ave., New York. (M-20) Y. M. C. A. publication. Articles on life problems, young men's interests, personality sketches, 2000 to 2500. Prefers query. F. G. Weaver. 1c up, Acc.

LIST B

General periodicals which ordinarily pay less than 1 cent a word, or pay on publication, or which are chronically overstocked, or which offer a very limited market, or concerning which no definite information has been obtainable.

Contemporary Vision, 259 S. 44th St., Philadelphia. (Q-25) High-class poetry up to 25 lines; articles on poetry, poetry reviews 50 to 150. Lucia Trent, Ralph Cheyney. \$1 per poem, Pub.

Courtroom Stories, 570 Seventh Ave., New York. Mystery novels, scene laid in courtroom, usually written to order. Harold Hersey. 1c, Pub.

Current History Magazine, 229 W. 43d St., New York. (M-25) Authoritative articles on political, economic, social, cultural events 3000. George W. Ochs. 2c or by arrangement, Pub.

Debunker, The, Girard, Kans. (M-20) "Debunking" articles up to 3000. E. Haldeman-Julius. Low rates, Acc.

Detective Action, 205 E. 42d St., New York. (M-20) Action-mystery, detective short-stories 3000 to 10,000, novelettes 15,000, illustrated articles. Harry Steeger. 1c up, Pub.

Detective Book, 220 E. 42d St., New York. (M-20) Detective novels, crime articles, short-stories. J. B. Kelly; John F. Byrne, Mng. Ed. Up to 1c, Acc. (Overstocked.)

Detective Classics, 220 E. 42d St., New York. (M-20) Crime, detective short-stories, novelettes. J. B. Kelly; John F. Byrne, Mng. Ed. Up to 1c, Acc. (Overstocked.)

Detective-Dragnet, 67 W. 44th St., New York. (M-15) Detective, crook short-stories, woman interest, 4000 to 6000, novelettes up to 15,000. A. A. Wyn. 1 to 2c, Pub.

Everybody's, 45 W. 45th St., New York. (M-10) Confession-type stories. Inc.

Everyday Life, 337 W. Madison Ave., Chicago. (M) Love mystery, humorous short-stories 1500 to 2500. A. E. Swett. Up to ½c, Acc. or Pub.

Family Herald and Weekly Star, St. James St., Montreal, Quebec, Canada. (W-5) Short-stories. C. Gordon-Smith. \$4 column, Pub.

Flying Aces, 67 W. 44th St., New York. (M-20) Air and air-war short-stories 3000 to 7000, novelettes 10,000 to 20,000. A. A. Wyn. 1 to 2c, Pub.

Frolics, 305 E. 46th St., New York. (M-25) Sexy, supposedly serious short-stories 2300 to 2500, 3-part stories 3000 each part. ½c, Pub.

Gangland Stories, 570 7th Ave., New York. (Bi-M-25) Gang short-stories, novelettes, 5000 up. Harold Hersey. Up to 1c, Pub.

Gangster Stories, 570 7th Ave., New York. (M-25) Crime and gangster short-stories 5000 up, novelettes 25,000 to 30,000, novels 35,000 to 60,000. Harold Hersey. Up to 1c, Pub.

Gang World, 205 E. 42d St., New York. (M) Under-world, crime short-stories 3000 to 10,000, novelettes up to 15,000, feature articles with photos. Harry Steeger. 1c up, Pub.

Gay Parisienne, 143 W. 20th St., New York. (M) Sex fiction. French locale. Marianne Marle. ½c, verse 15c line, Pub. (Slow.)

Gentlewoman, 615 W. 43d St., New York. (M-5) Love and action short-stories small-town home-woman appeal, up to 3000. Marion White, ½c, Pub.

Ginger Stories, 305 E. 46th St., New York. (M-25) Light, snappy, peppy humorous short-stories 2300 to 2500. ½c, Pub.

Golden Book, The, 55 5th Ave., New York. (M-25) Principally reprints, translations of short foreign stories and poetry. F. Field and R. Rockafellow. 1c, Acc.

Good Stories, Augusta, Maine. (M-5) Short-stories. G. M. Lord. Low rates, Pub.

Grit, Williamsport, Pa. (W-5) Clean short-stories, adventure, mystery, love, Western, etc., 1500 to 5000; articles, with art 1800 to 2500; household articles, short illustrated stories for women's and children's pages. Howard R. Davis, \$3.50 to \$10 per short-story, articles \$1.50 to \$20, photos \$1 to \$1.50, Acc.

Home Circle Magazine, 327 E. Caldwell St., Louisville, Ky. (M-5) Clean romantic short-stories 3500 to 5000. John H. Sutcliffe. 3/4c up, Pub. (Overstocked.)

Home Digest, 7310 Woodward Ave., Detroit. (Bi-M-10) Household, health articles 1000, home hints 1000; short-stories 800 to 1000. M. Allen Neff. 1 1/2c, fillers \$1, photos \$2 to \$5, Pub.

Home Friend Magazine, 1411 Wyandotte St., Kansas City. (M-5) Articles of interest to small-town and rural housewives, inspirational verse. Overstocked on fiction. E. A. Weishaar. 3/4 to 1c, verse 15c line, jokes 25c to \$1, photos \$1.50 to \$3, Acc.

Homemaker, 401 Scott St., Little Rock, Ark. (M-10) Short-stories up to 3000, articles, poems. Mrs. F. B. Cotnam. Low rates, Pub.

Household Guest, 323 S. Peoria St., Chicago. (M-5) Adventure, romantic, humorous short-stories under 1000, also 1600 to 2800. Household and miscellaneous articles for homemakers in small towns. Mary H. McGovern. 3/4c up, Acc.

Household Management Magazine, Batavia, Ill. (M-5) Articles on thrift, efficiency, cooking, etc. Low rates, Pub.

Illustrated Home Sewing Magazine, 55 W. 42d St., New York. (M-10) Illustrated needlework articles. Reprint rights. Ruth W. Spears. Ind., Acc.

Interludes, 2917 Erdman Ave., Baltimore, Md. (Q-25) Poems up to 30 lines, literary essays, short-stories up to 1200; prose poems. Wm. James Price. Prizes only.

Jewish Tribune, The, 570 7th Ave., New York. (W-10 and M-25) Articles of Jewish interest, personality stories. 1500 to 2000, short-stories 2000 to 2500, verse up to 25 lines, photos. David N. Mosessohn. Up to 1c, Pub.

Judge, 18 E. 48th St., New York. (W-15) Jokes, epigrams, humorous short-stories, articles up to 300, verse, drawings. Jack Shuttleworth. 5 to 6c, jokes and paragraphs \$3 to \$5, drawings \$10 to \$75, cartoon and humorous ideas \$5 to \$15, Pub.

Kaleidoscope, a National Magazine of Poetry, 702 N. Vernon St., Dallas, Tex. (M-25) Verse, book notices, etc. Whitney Montgomery; Vaida Montgomery. Prizes.

La Paree Stories, 143 W. 20th St., New York. (M) Sex fiction. French locale. Merle W. Hersey. 3/4c, verse 15c line, Pub. (Slow.)

Lively Stories, 71 W. 45th St., New York. (M) Sex short-stories, feminine viewpoint, up to 5000, novelettes up to 12,000, verse. Rose M. Shipman. Up to 1 1/2c, Pub.

Living Age, The, 253 Broadway, New York. (2M-25) Translations and reprints only. Quincy Howe.

Man Stories, 537 S. Dearborn St., Chicago. (M-25) Adventure short-stories. Samuel Bierman. 1c, Pub.

Mayfair, 143 University Ave., Toronto, Ont. (M-25) Society, fashion, sport articles, Canadian interest. J. Herbert Hodgins. 1c, Pub.

Menorah Journal, The, 63 Fifth Ave., New York. (M-50) Jewish short-stories, one-act plays, essays. Henry Hurwitz. 2c up, Pub.

Midland, The, 801 Monadnock Bldg., Chicago. (M) Short-stories, essays, verse, high literary quality. No payment.

Mind Magic Magazine, 1008 W. York St., Philadelphia. (M) Articles on psychic experiences, ouija-board, yoga, astrology, etc., up to 1500. G. R. Bay. 1c up, Pub.

Miracle, Science and Fantasy Stories, 570 7th Ave., New York. (Bi-M-20) Short-stories, novelettes, futuristic, pseudo-science type. Harold Hersey. Up to 1c, Pub.

Mother's-Home Life, 315 S. Peoria St., Chicago. (M-5) Short-stories 2000, household articles 1000, miscellany, departmental. Mary H. McGovern. 3/4c up, Acc.

Murder Stories, 570 7th Ave., New York. (Bi-M-20) Detective short-stories, novelettes 15,000 to 25,000, based on murder plots. Harold Hersey. Up to 1c, Pub.

Mystic World, 527 S. Clark St., Chicago. (M-25) Mystical, occult fact and fiction. Ross K. New. No payment.

Nation, The, 20 Vesey St., New York. (W-15) Reviews, comment, news features 1800, verse. Oswald G. Villard. 1c, Pub.

National Magazine, 952 Dorchester Ave., Boston. (M-25) Limited market. Joe Mitchell Chapple. Ind., Pub.

New Republic, The, 421 W. 21st St., New York. (W-15) Articles on current social, political, economic questions 1500 to 2500, exceptional verse. Bruce Bliven. 2c, Pub.

North American Review, 9 E. 37th St., New York. (M-40) Clever, authoritative informative articles 2500, un-stereotyped short-stories, occasional verse. John Peel. Low rates, Pub.

Occult Digest, The, 1900 N. Clark St., Chicago. (M-25) Occult fact and fiction. Effa E. Danelson. No payment.

Opportunity, A Journal of Negro Life, 1133 Broadway, New York. (M-15) Short-stories, articles, poetry; negro life and problems. Elmer Anderson Carter. No payment.

Oriental Stories, 840 N. Michigan Ave., Chicago. (Q-25) Action-adventure fiction, Asiatic, Near East and Oriental locale; burning love stories of the Orient; short-stories, novelettes up to 18,000. Farnsworth Wright. 1c, Pub.

Our Army Magazine, 160 Jay St., Brooklyn, N. Y. (M-25) Articles and essays on military criticism, controversy, etc., 3000 to 4000, short-stories on any U. S. war, military fact items, jokes, occasional verse. Robert Wohlforth. 3/4c up, Pub.

Our Dumb Animals, 180 Longwood Ave., Boston. (M-10) Animal welfare articles up to 800, verse up to 24 lines. Guy Richardson. 3/4c up, poems \$1 up, Acc.

Outlaws of the West, 570 7th Ave., New York. (Bi-M-25) Western short-stories, novelettes, serials. Harold Hersey. Up to 1c, Pub.

Outlook, 120 E. 16th St., New York. (W-15) Comment, reviews, timely articles, largely staff-written. Francis R. Bellamy. Good rates, Acc.

Overland Monthly, 437 S. Hill St., Los Angeles. (M) Articles, Western interest, short-stories, verse. No payment.

Parent's Magazine, The, 255 4th Ave., New York. (M-25) Articles on family relationships, child care, etc., 2500 to 3000; short-stories; verse, jokes, pointers for parents. Clara Savage Littledale. 1c, Acc.; jokes \$1 each. Pub. (Overstocked.)

Paris Nights, 2615 Washington St., Wilmington, Del. (M-25) Gay short-stories, Parisian background, 1500 to 3000, articles about gayer side of Paris, verse up to 16 lines, jokes. Pierre Dumont. 3/4c, verse 15c line, jokes 50c, paragraphs 35c, photos \$3 up, Pub.

Pep Stories, 305 E. 46th St., New York. (M-25) Light, snappy, peppy, humorous, sexy short-stories 2000 to 2800, 3-part stories, installments of 3000. 1c, Pub.

Playgoer, 134 N. LaSalle St., Chicago. (W-5) Outdoor, love, domestic short-stories 300 to 1000, theatre articles 300 to 1000, occasional verse, editorials 300 to 500, news items. Emery Brugh. 1c up, Pub.

Poetry: A Magazine of Verse, 232 E. Erie St., Chicago. (M-25) High-class verse up to 200 lines. Harriet Monroe. \$6 page of 28 lines, Pub.

Psychology, 101 W. 31st St., New York. (M-25) Applied psychology, inspirational, success articles 600 to 700, also up to 3500, verse. Henry Knight Miller. 1c, Pub.

Racketeer Stories, 570 7th Ave., New York. (Bi-M-25) Gang short-stories 5000 up, novelettes 10,000 to 20,000, novels 25,000 to 30,000. Harold Hersey. Up to 1c, Pub.

Riders of the Range, 570 7th Ave., New York. (Bi-M-20) Western love short-stories 5000 to 8000, novelettes 15,000 to 25,000. Harold Hersey. Up to 1c, Pub.

Sky Birds, 67 W. 44th St., New York. (M-20) Air and air-war short-stories 3000 to 7000, novelettes 10,000 to 20,000. A. A. Wyn. 1 to 2c, Pub.

Speakeasy Stories, 570 7th Ave., New York. (Bi-M-20) Clean, exciting stories of the underworld based on the side of the law. Harold Hersey. Up to 1c, Pub.

Spicy Stories, 305 E. 46th St., New York. (M-25) Light, snappy, humorous, sexy short-stories 2000 to 2800, 3-part serials 3000 each installment. 1c, Pub.

Stars and Stripes, The, Washington, D. C. (M) Articles on soldiers' interests. Generally overstocked.

Tattler and American Sketch, The, 331 Madison Ave., New York. (M) Satires, burlesques with social slant. J. C. Schumm. 1c, Pub.

10 Story Book, 529 S. Clark St., Chicago. (M-25) Ironic, frank, sex short-stories, satires, odd stories, playlets. Harry Stephen Keeler. \$6 a story, Pub.

Town Topics, 2 W. 45th St., New York. (W-25) Short-stories not over 1500, verse up to 24 lines, jokes, miscellany of social flavor. A. R. Keller. 1c up, Pub.

Travel, 7 W. 16th St., New York. (M-35) Illustrated travel articles, any part of world, 1500 to 5000. Color, human interest, adventure angles desired. Coburn Gilman. 1c, \$1 to \$3 per photo, Pub.

Two-Gun Stories, 537 S. Dearborn St., Chicago. (M-20) Western short-stories up to 10,000. Samuel Bierman. 1c, Pub.

Underworld, 67 W. 44th St., New York. (M-20) Rackeering, gangster short-stories 3500 to 5000, novelettes up to 15,000, serials 25,000 to 30,000. A. A. Wyn. 1 to 2c, Pub.

U. S. Air Services, 227 Transportation Bldg., Washington, D. C. (M-30) Aviation articles, short-stories, verse. E. N. Findley. 1c, Pub. (Overstocked.)

Weird Tales, 840 N. Michigan Ave., Chicago. (M-25) Supernatural, bizarre, weird, pseudo-scientific short-stories up to 10,000, novelettes up to 15,000, serials up to 40,000, verse up to 35 lines. Farnsworth Wright. 1c up, verse 25c line, Pub.

Western Adventures, 80 Lafayette St., New York. (M) Reprint fiction, not buying at present. W. M. Clayton.

Western Home Monthly, Bannatyne and Dagmar Sts., Winnipeg, Man., Canada. Articles, short-stories 1500 to 4000. Fair rates, Pub.

LIST C

Trade, technical, religious, agricultural, business, educational and other class publications.

AGRICULTURAL, FARMING, LIVESTOCK

American Farming, 537 S. Dearborn St., Chicago. (M-5) Short articles on community affairs, recreation for young people, juvenile material. Nelle Ringenberg. Up to 1c, Pub.

Breeders' Gazette, Spencer, Ind. (M-10) Livestock articles. S. R. Guard. 1c, photos \$2, Pub.

Bureau Farmer, The, 58 E. Washington St., Chicago. (M-5) Illustrated articles on economic and social phases of agriculture 1800 to 2500; short-stories, agricultural setting, 1800. H. R. Kibler. 1c to 4c, photos \$1 to \$3, Acc.

Canadian Countryman, 178 Richmond St., W., Toronto. Agricultural articles, short-stories. ½c, Pub.

Farm and Ranch, Dallas, Tex. (W-5) Agricultural, livestock articles of the Southwest. Frank A. Briggs. ¾c to 1c up, Pub.

Farmer and Farm Stock and Home, The, 57 E. 10th St., St. Paul, Minn. (W) Agricultural articles with photos, miscellany, short-stories for special events; serials, farm or Western background, 20,000 to 35,000. Berry H. Akers. ½ to 1c, Acc.

Farm Journal, The, Washington Square, Philadelphia. (M-10) Agricultural, scenic, humorous articles 300 to 600 with photos. Overstocked on fiction. Arthur H. Jenkins. First-class rates, Acc.

Hatchery Tribune, Mt. Morris, Ill. Illustrated articles on successful selling methods by hatcheries 300 to 500. Roland C. Hartman. ½ to 2c, Acc.

Hoard's Dairyman, Fort Atkinson, Wis. (2M) Dairying interests. W. D. Hoard. Low rates, Pub.

Iowa Farmer and Corn Belt Farmer, 422 Court Ave., Des Moines, Ia. (M) Agricultural miscellany. Paul Talbot, Ind. 1c, Pub.

Michigan Farmer, Detroit, Mich. (W) Articles 1000 to 2000 on successful farming; occasional serials, short-stories. Milon Grinnell. ½c, Pub.

Ohio Farmer, 1013 Rockwell Ave., Cleveland, O. (W) Ohio agricultural articles. Walter H. Lloyd. Ind., Pub. Cover photos, \$5 to \$10.

Poultry Tribune, Mt. Morris, Ill. (M-15) Illustrated poultry articles 800. O. A. Hanke. 1c up, Pub.

Progressive Farmer and Southern Ruralist, Birmingham, Ala. (2-M) Authoritative farm articles, serials, farm miscellany. Clarence Poe. \$3 Col., photos \$1, Pub.

Standard Poultry Journal, Pleasant Hill, Mo. (M) Illustrated poultry articles, success stories, 1500 to 2000. Limited market; send outline first. Orden C. Oechsli. Up to 1c, Pub.

Successful Farming, Des Moines, Ia. (M-5) Agricultural miscellany. Kirk Fox. 1c up, Acc.

Wallace's Farmer & Iowa Homestead, Des Moines, Ia. (W-5) Agricultural articles, serials. H. A. Wallace. ½c to 1c, photos \$1 to \$5, Acc. and Pub.

ART, PHOTOGRAPHY

American Photography, 428 Newbury St., Boston. (M-25) Technical photography articles. F. R. Fraprie. Fair rates, Pub.

Western Rangers, 205 E. 42d St., New York. (M-20) Western character and action short-stories 3000 to 10,000. novelettes 12,000 to 25,000. Harry Steeger. 1c up, Pub.

Western Trails, 67 W. 44th St., New York. (M-20) Western short-stories with woman interest 2000 to 8000, novelettes up to 20,000. A. A. Wyn. 1 to 2c, Pub.

Westland Love Magazine, 71 W. 45th St., New York. (M) Glamorous Western love short-stories up to 7000, novelettes up to 35,000; Western love verse. Rose M. Shipman. Up to 2c, Pub. (Slow.)

Westminster Magazine, The, Oglethorpe University, Atlanta, Ga. (Q-25) Fiction and articles on literature, history and nature subjects 1000 to 3000; verse. Dr. Mary Brent Whiteside. Pays only in prizes.

Wonder Stories, 96 Park Place, New York. (M-25) Human, dramatic adventure short-stories up to 8000, on science developments of the future, novelettes up to 25,000, serials up to 65,000. Articles on science or world of the future up to 6000. H. Gernsback. Up to 1c, Pub.

Yale Review, Yale Station, New Haven, Conn. (Q-\$1) Comment, reviews; political, literary, scientific, art articles 5000 to 6000. Wilbur Cross. Good rates, Pub.

AUTOMOBILE, AVIATION, BOATING, TRANSPORTATION, HIGHWAYS

Antiques, 468 4th Ave., New York. (M-50) Authoritative articles on antique collecting 1500 to 2000. Homer Eaton Keyes. ½ to 2c, Pub.

Camera, The, 636 Franklin Sq., Philadelphia. (M-25) Photography articles 500 to 1500. Frank V. Chambers. ½c, Acc.

Photo-Era Magazine, Wolfeboro, N. H. (M-25) Camera craft articles, photos; monthly photograph competition. A. H. Beardsley. \$3.75 printed page, Pub. (Overstocked.)

Aero Digest, 220 W. 42nd St., New York. (M) News and features on aviation and air travel. Geo. F. McLaughlin. ½c up, Pub.

Airports, Bank of Manhattan Bldg., Flushing, L. I. (M) News of air ports, construction, administration, etc. ½c up, Pub.

Airway Age, 30 Church St., New York. Features on aviation industry. Query. Lloyd George. 1c, Pub. (Chicago address: 104 W. Adams St., John C. Emery, Western Ed.)

American Motorist, Pennsylvania Ave. at 17th St., Washington, D. C. Illustrated travel articles vicinity of Washington, D. C., 1800 to 2000; verse. Verva I. Hainer. 1c, Pub.

Aviation, 475 10th Ave., New York. (M-20) News, features on aviation activities, technical articles, photos. Edward P. Warner. Good rates, Acc.

Aviation Engineering, 52 Vanderbilt Ave., New York. (M) Technical articles on air crafts. Good rates.

Highway Magazine, Armcoc Culvert Mfgs. Assn., Middletown, O. (M) Articles on construction, operation, use of roads 800 to 1500. 1c, photos \$1 to \$2, Acc.

National Aeronautic Review, Dupont Circle, Washington, D. C. (M) Non-professional aviation articles 2000, illustrations. Wm. R. Enyart. Good rates.

Popular Aviation, 608 S. Dearborn St., Chicago. (M-25) Aviation articles providing thrills and action; aviation mechanics. Briefs 100 to 800, articles 1500 to 3500 with photos. B. G. Davis. 1c, photos \$3, Acc.

Rudder, The, 9 Murray St., New York. (M-35) Illustrated fact articles on cruises, navigation, naval architecture, etc., 3000. Wm. F. Crosby. 1c, photos \$3, Acc.

Transportation, 412 W. 6th St., Los Angeles, Cal. (M-25) Human-interest articles on transportation, humor. (Overstocked.) Charles Dillon. 1c up, photos 50c up, Pub.

Western Flying, 145 S. Spring St., Los Angeles. (M) Practical, helpful "how to" articles on aviation sales, service, production, or aircraft operation, 100 to 3000. R. Randall Irwin. 1c, ½c for news items, Pub.

Western Highways Builder, Union League Bldg., Los Angeles. (M-20) Signed articles by Western highway engineers or street officials; pictures of equipment in use on Western roads. Howard B. Rose. Good rates, Pub. (Overstocked.)

BUSINESS, ADVERTISING, SALESMANSHIP

Advertising Age, 537 S. Dearborn St., Chicago. (W-3) News of advertising campaigns, agencies, etc. Murray E. Crain. 1c, Pub.

Bankers Magazine, 73 Murray St., New York. (M) Articles on banking methods, advertising, etc. Query, Keith F. Warren. 1c up, Pub.

Bankers Monthly, 536 S. Clark St., Chicago. (M-50) Short technical articles from banker's standpoint, preferably signed by banker. John Y. Beatty. Good rates, Pub.

Bankers Service Bulletin, The, 536 S. Clark St., Chicago. (M) Articles on banking devices, operation. John Y. Beatty. Good rates, Pub.

Barron's, 44 Broad St., New York. (W-25) Authoritative financial articles 500 to 2500. Hugh Bancroft. Ind. Acc.

Burrough's Clearing House, 6071 2nd Blvd., Detroit. (M) Query editor on banking features. Herbert Shryer. 2c, Pub.

Business Week, The, 10th Ave., at 36th St., New York. (W-15) Not in the market. Marc A. Rose.

Credit Monthly, 1 Park Ave., New York. (M-25) Articles on relations between credit managers of wholesale concerns and retail customers 1000. Chester H. McCall. 1½c, Pub.

Coast Investor & Industrial Review, 576 Sacramento St., San Francisco. (M) Investment feature articles. George P. Edwards. 1c, Pub.

Extra Money, 510 N. Dearborn St., Chicago. (M) High-grade business, adventure fiction with extra-money angle; true stories of spare-time money-making, photos. Wm. Fleming French. ½c to 5c, Acc.

Factory and Industrial Management, 520 N. Michigan Ave., Chicago. (M) Business miscellany. Inc.

Forbes Magazine, 120 5th Ave., New York. (2M-25) Facts of business evolution humanized in authorized interviews. Interpretation of economic facts and business news events, fillers 200 to 300. B. C. Forbes; Chapin Hoskins, Mng. Ed. 5 to 15c, photos \$5, Pub.

Fortune, 205 E. 42d St., New York. (M-\$1) Staff-written business articles.

How To Sell, Mount Morris, Ill. (M-10) News magazine of direct-mail selling. Fact items 150 to 500. R. C. Remington. ¾c to 1c, Pub.

Independent Salesman, 22 E. 12th St., Cincinnati, O. (M-15) True experiences in direct selling 2000 up. Otis F. Herrmann. ½c, Pub.

Independent Woman, The, 1819 Broadway, New York. (M-15) Articles on business, professional women's problems 1200 to 1800, humorous business verse 2 or 3 stanzas. Helen Havener. \$10 to \$35, verse \$2 or \$3, Acc.

Management, 105 W. Adams St., Chicago. (M-25) Better management and equipment articles for industrial executives. H. P. Gould. 2c, Acc.

Manufacturing Industries, 40 E. 49th St., New York. (M-50) Illustrated articles on manufacturing methods, signed by executives. L. P. Alford. \$10 page, Pub.

Nation's Business, The, 1615 H St., N. W., Washington, D. C. (W-25) Business articles 2500. Merle Thorpe; J. W. Bishop, Mng. Ed. Good rates, Acc.

Opportunity 919 N. Michigan Ave., Chicago. (M-10) Business interviews; illustrated salesmanship material up to 3500. James R. Quirk. 1 to 2c, Acc.

Postage & Mailbag, 68 35th St., New York. (M-25) Direct-mail advertising articles. John Howie Wright. 1c, Pub.

Printer's Ink, 185 Madison Ave., New York. (W-10) (Also *Printer's Ink Monthly*-25.) Advertising and business articles. John Irving Romer; R. W. Palmer, Mng. Ed. Good rates, Pub.

Sales Management, 420 Lexington Ave., New York. (W-20) Articles on marketing, national scope, signed by executives. Buys little. Raymond Bill. 1 to 3c, Pub.

Savings Bank Journal, 21 E. 40th St., New York. (M-50) Operation, advertising and promotion articles 1500 to 2000. J. C. Young. 1c, Pub.

Signs of the Times, P. O. Box 771, Cincinnati. (M-30) Outdoor sign advertising articles 500 to 1500. E. Thomas Kelley. 30c to 50c per column inch, Pub.

Specialty Salesman, South Whitley, Ind. (M-25) Staff-written direct-sold articles. George F. Peabody.

System, 10th Ave. at 36th St., New York. (M-25) Business experience articles, profit-making ideas up to 2000, short-cut items 100 to 200. Norman C. Firth. 2c, Acc.

Trained Men, 1001 Wyoming Ave., Scranton, Pa. (Bi-M) Articles on industrial problems of interest to foremen, executives, 1000 to 2500, interviews 1000 to 2500. D. C. Vandercook. 1c up, Acc.

Western Advertising, 564 Market St., San Francisco. (W) Advertising and business articles on Western firms or Western problems 1000 to 2200. Little used from Eastern contributors. Douglas G. McPhee. 1c up, Pub.

Western Business, 564 Market St., San Francisco. (M-10) Short articles 300 to 1500 on business activities of Far West, strong news interest and photos essential. Douglas G. McPhee. 1c up, Pub.

BUILDING, ARCHITECTURE, LANDSCAPING, HOME DECORATING

American Home, The, Garden City, New York. (M-10) Practical articles pertaining to home, interior decoration, gardening, 1500 to 2000. Reginald T. Townsend. \$50 per article, Acc.

Architect, The, 485 Madison Ave., New York. (M-75) Special articles, photos, on arts and crafts, stained glass, murals, sculpture, mosaics, etc. Mrs. A. Holland Forbes. \$35 to \$50 per article, Pub.

Arts and Decoration, 578 Madison Ave., New York. (M-50) Practical illustrated home decoration, architecture, antique articles by authorities; gardens. Mary Fanton Roberts, E. F. Warner. 1c to 2c, Pub.

Beautiful Homes Magazine, 407 S. Dearborn St., Chicago. (M-25) Illustrated architectural, interior decoration, landscaping articles 300 to 1500. Y. D. Eddy, Inc.

Better Homes and Gardens, 1714 Locust St., Des Moines, Ia. (M-10) Practical garden, home-making articles 1500. Elmer T. Peterson, 2c up, usual photo rates, Acc.

Canadian Homes and Gardens, 143 University Ave., Toronto, Ont., Canada. (M) Canadian home and garden articles 1500 to 2000, photos. J. H. Hodgins. 1c, Pub.

Country Home, The, 250 Park Ave., New York. (M-5) Articles on home building, improvement, gardening, farming, nature, general features 2000 to 3000; good short fiction. Tom Cathcart. Articles \$100 up, fair rates for fiction, Acc.

Country Life, Garden City, New York. (M-50) Illustrated gardening, sport, interior decorating, country estate, nature articles 1500 to 2000. R. T. Townsend. \$50 to \$75 per article, Acc.

Home & Field, 572 Madison Ave., New York. (M-35) Articles on gardening, decoration, architecture up to 1500. A. H. Samuels. 1c, Acc.

House and Garden, Lexington at 43d, New York. (M-35) Home decoration, landscape articles. Richardson Wright. 1c up, Acc.

House Beautiful, 8 Arlington St., Boston. (M-35) Building, furnishing and gardening articles. Ethel B. Power. 1c up, Acc.

Save the Surface Magazine, 18 E. 41st St., New York (M) Illustrated articles for consumers on advantages of painting, varnishing 300 to 600, verse, fillers, jokes. Helen B. Ames. 2c, photos \$2.50 to \$3, Acc.

Sunset, 1045 Sansome St., San Francisco. (M-25) Home making, garden, vacation, outdoor articles, Western events, 1500 to 2500. Lou F. Richardson; Genevieve A. Callahan. 1c up, verse 25c line, fillers \$1, Acc.

Town and Country, 572 Madison Ave., New York (2M-50) Limited market. Verse 4 to 6 lines. H. J. Whigham. 25c line, Acc.

EDUCATIONAL

Child Welfare Magazine, 1201 16th St., N. W., Washington, D. C. (M-10) Educational articles up to 2000. Martha Sprague Mason. ½c, verse 10c line, Acc.

Grade Teacher, The, 54 Clayton St., Boston. Practical articles on elementary education. Florence Hale. Ind. Pub.

Industrial Arts and Vocational Education, 407 E. Michigan St., Milwaukee, Wis. (M-25) Vocational articles. John J. Metz. ½c, photos \$2, news ¼c, Pub. (Overstocked.)

Instructor, The, 514 Cutler Bldg., Rochester, New York. (M-25) Educational articles for elementary schools 1800; educational juvenile short-stories 1500, recitations, school plays. Good rates, Acc.

Journal of Education, 6 Beacon St., Boston. (M) Stories and articles of class-room experience 1000 to 2000. Isobel R. Lay, \$5 to \$10 per story, Acc.

Practical Home Economics, 468 4th Ave., New York (M-20) Educational articles on home economics for teachers 1500 to 2000. Jessie A. Knox. 1c, Pub.

School News & Practical Education, Taylorville, Ill. (M) Practical articles on grade school subjects. Inc.

HEALTH, HYGIENE

Forecast, 6 E. 39th St., New York. (M-25) Scientific discussion of nutrition, food, food preparation, child training, health, housekeeping; entertaining articles on schools, travel, gardens, recreation, careers of conspicuous women, restaurants, 2000 to 3000. Alberta M. Goudiss. 1 to 1½c, Acc.

Hysiea, 535 N. Dearborn St., Chicago. (M-25) Health and medical articles. Dr. Morris Fishbein. 1c up, Pub.

Journal of the Outdoor Life, 450 7th Ave., New York. (M-25) Anti-tuberculosis articles, short-stories, experience articles. Philip P. Jacobs. Low rates, Pub.

National Health and Drugless Age, 291 Geary St., San Francisco. (M) Articles on drugless practice, chiropractic; health fiction up to 2500. Arthur Reece. Fair rates, Pub.

Physical Culture, 1925 Broadway, New York. (M-25) Personal experience articles on recovery of health by natural methods; short-stories, serials of outdoor atmosphere and love interest, unsophisticated type. Harry Payne Burton. 2c, photos \$3 to \$5, Acc.

Strength, 2741 N. Palethorpe St., Philadelphia. (M-25) Health, hygiene, exercise, diet articles. Up to 1c, Pub.

Trained Nurse & Hospital Review, 468 4th Ave., New York. (M-35) Articles on nursing and hospital subjects 1500 to 3000. Meta Pennock. 1/3 to 1c, Pub.

MUSICAL

Etude Music Magazine, 1712 Chestnut St., Philadelphia. (M-25) Articles on musical pedagogics 150 to 2000. James F. Cooke. \$5 column, Pub.

Musical America, 113 W. 57th St., New York. (2-M-15) Music articles 1500 to 2000. A. Walter Kramer. Ind.

Musician, The, 113 W. 57th St., New York. Not in the market. Paul Kempf. (Overstocked.)

Musical Observer, The, 119 W. 57th St., New York. (M-25) Informative articles on new trends in music 800 to 2000; provocative editorials 200 to 400. Doron K. Antrim. 1c to 2c, Pub.

Musical Quarterly, The, 3 E. 43d St., New York. (Q-75) Musical aesthetics, history articles. Carl Engel. \$4.50 page, Pub.

RELIGIOUS

Adult Bible Class Monthly, 420 Plum St., Cincinnati, O. (M-10) Religious educational articles 300 to 1500, short short-stories 1200 to 1600, verse 2 or 3 stanzas, news of Bible class activities 100. Lucius H. Bugbee. 5c to 1c, verse \$3 to \$10, photos \$2.50 up, Acc.

Ave Maria, The, Notre Dame, Ind. (W) Short-stories of religious tone, articles on topics of the day, religious poems not over 16 lines. Rev. Eugene P. Burke, C.S.C. \$3 page, poems \$5, Pub.

Catholic World, 411 W. 59th St., New York. (M-40) Scientific, historical, literary, art articles, Catholic viewpoint, short-stories 2500 to 4500, verse. Rev. James M. Gillis, C. S. P. Ind., Pub.

Christian Advocate, The, 150 5th Ave., New York. (W) Articles, miscellany. Dr. D. F. Diefendorf, Inc.

Christian Endeavor World, 41 Mt. Vernon St., Boston. (W-5) Wholesome short-stories up to 2500, preferably 1500 to 1800, serials 20 to 25 short chapters, inspirational articles 1000 to 2000. Carlton M. Sherwood. 5c, photos \$1 to \$2, Acc.

Christian Herald, 419 4th Ave., New York. (M) Religious, sociological articles; short-stories 1000 to 6000. Varying rates, Acc. (Overstocked.)

Churchman, The, 6 E. 45th St., New York. (W-10) Liberal Christianity articles, verse. Rev. Guy Emery Shipley, Litt. D. Ind., Pub. No payment for verse.

Congregationalist, 14 Beacon St., Boston. (W-10) Religious articles, short-stories, verse. W. E. Gilroy, D.D. Fair rates, Pub. (Overstocked.)

Grail, The, St. Meinrad, Ind. (M-25) Travel, biographical articles 1500 to 3000, wholesome short-stories 2000 to 3000, Eucharistic verse 4 to 20 lines. Rev. Benedict Brown, O. S. B. 5c, Acc.

Living Church, The, 1801 W. Fond du Lac Ave., Milwaukee. (W) Short articles on religious and social subjects, Episcopal viewpoint, verse, no fiction. C. P. Morehouse. \$1.50 column, Acc. No payment for verse.

Lookout, The, Standard Pub. Co., 8th and Cutter Sts., Cincinnati. (W-5) Articles on church educational work 1500 to 1800, short-stories, Biblical background, to 1800, serials up to 12 chapters. Guy P. Leavitt. 5c, Acc.

Magnificat, 435 Union St., Manchester, N. H. (M-25) Catholic articles, short-stories, serials, verse. Ind., Acc.

Miraculous Medal, The, 100 E. Price St., Philadelphia. (M-10) Articles of Catholic interest 1500 to 2000, clever short-stories 1500 to 2500. Rev. Kieran P. Moran, C.M. 1c, verse about 50c line, photos \$1, Acc.

Presbyterian Advance, The, 150 4th Ave., N. Nashville, Tenn. (W) Limited number of short-stories 800 to 2000. James E. Clarke, D.D. \$1 column, Acc.

Standard Bible Teacher, Box 5, Sta. N., Cincinnati, O. (Q-15) Biblical study articles 1500 to 2000. Frederick J. Gielow, Jr. 5c, Acc.

Sunday School Times, 323 N. 13th St., Philadelphia. (W) Religious articles, verse. Charles G. Trumbull. 5c up, Acc.

Sunday School World, 1816 Chestnut St., Philadelphia. (M-10) Articles for teachers, superintendents, the home. 5c, Acc.

Union Signal, The, Evanston, Ill. (W-5) Short-stories, short serials, on prohibition, law enforcement. \$5 per 1500-word story, Pub.

Unity, also Weekly Unity, 917 Tracy Ave., Kansas City. (M & W) Christian metaphysical articles 1500 to 2500, religious verse 8 to 24 lines. Charles Fillmore. 1c up, verse 25c line up, Acc.

SCIENTIFIC, TECHNICAL, RADIO, MECHANICS

Broadcasting Magazine, 1182 Broadway, New York. (M) Non-technical illustrated radio articles, thumb-nail biographies, home economics matter, 100 to 2500; radio short-stories 2500 to 3000. Fillers 5c, stories and articles up to 1c, photos \$1, Acc.

Electricity on the Farm, 24 W. 40th St., New York. (M-10) Actual experience stories, illustrated, on uses of central station electricity on the farm, up to 1000. Fred Shepperd. 1/2, Pub. (Overstocked.)

Everyday Mechanics, 96 Park Place, New York. (M) Articles on practical photography, chemistry, electricity, radio, woodworking, metalworking, mechanical devices, home craftsmanship. H. Gernsback, Ind., Pub.

Illustrated Mechanics, 1411 Wyandotte St., Kansas City, Mo. (M-5) Illustrated popular scientific, homecraft "how-to-make-it" articles 500 to 1500, shop hints, new devices. E. A. Weishaar. 1c to 4c, photos \$1.50 to \$3, Acc.

Model Airplane News, 570 7th Ave., New York. (M-15) Specialized airplane model plans. Capt. H. J. Loftus Price, Ind., Acc.

Modern Mechanics and Inventions, 529 S. 7th St., Minneapolis, Minn. (M-25) Popularly illustrated mechanical, scientific, adventure articles up to 2000, fact items with photos. Roscoe Fawcett; Jack Smalley; Donald Cooley, associate. 2 to 15c, photos \$3 up, Acc.

Nature Magazine, 1214 16th St., Washington, D. C. (M-35) Illustrated nature articles 1500 to 2000, no poetry. R. W. Westwood. 1c to 5c, Acc. (Overstocked.)

Popular Mechanics, 200 E. Ontario St., Chicago. (M-25) Illustrated articles on scientific, mechanical, industrial, discoveries; human interest and adventure elements. L. K. Weber. 1c to 10c, \$3 up for photos, Acc.

Popular Science Monthly, 381 4th Ave., New York (M-25) Non-technical illustrated articles on scientific, mechanical, labor-saving devices, discoveries, under 2000. 1c up to 10c, \$3 up for photos, Acc.

Scientific American, 24 W. 40th St., New York. (M-35) Scientific, technical articles popularly presented, discoveries, inventions. O. D. Munn, Ind., Acc. (Overstocked.)

SPORTING, OUTDOOR, HUNTING, FISHING

American Forests, 1727 K St., Washington, D. C. (M-35) Popular forestry, outdoor recreation, hunting and fishing articles up to 2500, photos of forest oddities, short outdoor humor. Ovid M. Butler. 1c, photos \$1 up, Acc.

American Golfer, The, Lexington at 43d Sts., New York. (M-25) Golf articles up to 1500. Grantland Rice, Inc.

American Rifleman, Barr Bldg., Washington, D. C. (M-25) Authentic gunsmithing, shooting, ammunition, ballistic articles. Laurence J. Hathaway, Ind., Pub.

Arena, The, 2739 Palethorpe St., Philadelphia. (M-15) Boxing, weight-lifting, baseball, sport articles, Inc.

Baseball Magazine, The, 70 5th Ave., New York. (M-20) Baseball articles, verse. F. C. Lane. 5c to 1/2c, Pub.

Field and Stream, 578 Madison Ave., New York. (M-25) Illustrated camping, fishing, hunting, sportsmen's articles, 2500 to 3000. Ray P. Holland. 1c up, Acc.

Fur-Fish-Game, 174 E. Long St., Columbus, O. (M-25) Fishing, hunting, fur-raising articles by practical authorities, illustrated. A. V. Harding. 5c to 1/2c, Acc.

Golf Illustrated, 425 5th Ave., New York. (M-50) Golf articles. A. C. Gregson. 2c, Pub.

Hunter-Trader-Trapper, 386 S. 14th St., Columbus, O. (M-25) Fur-farming, hunting-dog articles, outdoor photos. Otto Kuechler, Ind., Acc. (Overstocked.)

National Sportsman, 75 Federal St., Boston. (M-10) Hunting and fishing articles. Low rates, Pub.

Outdoor America, 222 N. Bank Drive, Chicago. (M-25) Wilderness adventure, hunting, fishing, camping, outdoor sports articles, short-stories, occasional novelties. Bulk of copy by arrangement. Cal Johnson. 5c to 3c, Acc.

Outdoor Life, Mt. Morris, Ill. (M-25) Articles on hunting, fishing, camping, boating and allied subjects, 2000 to 2500. Harry McGuire. 1c up, Acc.

Sports Afield and Trails of the Northwoods, 302 Hennepin Ave., Minneapolis. (M-20) Outdoor, hunting, winter travel articles, outdoor fiction founded on fact. Robert C. Mueller. ½c, Pub. (Overstocked.)

Sportsman, The, 60 Batterymarch St., Boston. (M-50) Articles on amateur sports, fox-hunting, polo, yacht racing, tennis, fishing, etc., 2500 to 3000. Richard E. Danielson. 2½c, photos \$5 up, Acc.

Sportsman's Digest, 22 E. 12th St., Cincinnati, O. (M-10) Illustrated hunting, fishing, trapping stories 1500. George A. Vogele. ½c to 1c, Pub. (Overstocked.)

THEATRICAL, MOTION PICTURE, RADIO, "FAN" MAGAZINES

Billboard, 25 Opera Pl., Cincinnati, O. (W-15) Theatrical articles on assignment only. Wilfred Riley.

Drama Magazine, The, 15 W. 44th St., New York. (M-50) Theatrical, dramatic feature stories, news, photos, 2000. Albert E. Thompson. 1c, Pub.

Hollywood Magazine, 529 S. 7th St., Minneapolis, Minn. (M-15) Illustrated movie fact articles 1000; news paragraphs. Roscoe Fawcett; Marcella Burke, Western Ed. Liberal rates, Acc.

Modern Screen Magazine, The, 100 5th Ave., New York. (M-10) Photoplay fan material up to 2000, mostly on assignment. Short love fiction with Hollywood background. Ernest V. Heyn. Good rates, Acc.

Motion Picture Classic, 1501 Broadway, New York. (M-10) Photoplay fan material up to 2000, mostly on assignment. Short love fiction with Hollywood background. Ernest V. Heyn. Good rates, Acc.

Motion Picture Magazine, 1501 Broadway, New York. (M-25) Articles on motion picture business and stars, usually on assignment. Laurence Reid. Ind., Acc.

Movie Romances, 510 N. Dearborn St., Chicago. (M) True romances of film folk; articles for film fans; short-stories with motion-picture background. Wm. Fleming French. 1½c to 5c, Acc.

New Movie Magazine, 55 5th Ave., New York. (M-10) Fan material, usually by arrangement. Frederick James Smith. 2c, Acc.

Photoplay, 221 W. 57th St., New York. (M-25) Motion picture articles, brief short-stories dealing with studio life. James R. Quirk. Good rates, Acc.

Picture Play Magazine, 79 7th Ave., New York. (M-10) Articles 1200 to 1500 of interest to motion picture enthusiasts, usually on assignment. Norbert Lusk. Ind., Acc.

Radio Digest, 420 Lexington Ave., New York. (M-35) Non-technical radio fact items, short humorous verse, jokes, epigrams, "Hits-Quips-Slips" on radio programs. Raymond Bill; H. P. Brown, Mng. Ed. \$1 to \$5 up, Pub.

Screenland, 49 W. 45th St., New York. (M-25) Feature articles dealing with motion pictures. Miss Delight Evans. Fair rates, Pub.

Screen Play, 529 S. 7th St., Minneapolis, Minn. (M-25) Authentic articles of interest to movie fans, usually on assignment. Roscoe Fawcett; Ruth Biery, Western Ed. Liberal rates, Acc.

Theatre Arts Monthly, 119 W. 57th St., New York; 99 Regent St., London W. 1, England. (M-50) Theatrical articles 1800 to 2500. Edith J. R. Isaacs. 2c, Pub.

Theatre Magazine, 22 W. 48th St., New York. (M-35) Sophisticated articles on the theatre up to 1500. Stewart Beach. 3c, Pub.

Variety, 154 W. 46th St., New York. (W-25) Theatrical articles, news. Sime Silverman. Inc.

TRADE JOURNALS, MISCELLANEOUS

American Artisan, 139 N. Clark St., Chicago. (W) Illustrated articles on experiences of men in warm-air heating and sheet metal work. J. D. Wilder. \$2.50 column, photos \$3, Pub.

American Baker, The, 118 S. 6th St., Minneapolis. (M-10) Technical articles on baking, illustrated articles on new bakeshops, attractive window photos, merchandising talks. Carroll Michener, Mng. Ed. ½c to 1c, photos \$1 to \$3, Acc. (Overstocked.)

American Druggist, 57th St. at 8th Ave., New York. (M) Highest type drug merchandising articles. Herbert R. Mayes. High rates, Acc.

American Hatter, 1225 Broadway, New York. Trade miscellany. E. F. Hubbard. ½c to 1c, photos \$2, Acc.

American Paint & Oil Dealer, 3713 Washington Ave., St. Louis. (M) Retail paint selling articles, illustrated. Arthur A. Poss. Good rates, Pub.

American Paper Merchant, 1762 Conway Bldg., Chicago. (M) News and features of paper trade. Frank C. Petrine, Mng. Ed. ½c up, Pub.

American Perfumer & Essential Oil Review, 432 4th Ave., New York. (M) Technical, scientific articles on perfumes, cosmetics, soaps, etc.; news items on manufacturers. Ind., features, Acc.; news, Pub.

American Printer, 9 E. 38th St., New York. (M) High class articles of trade. Edmund Gress. 1c up, Pub.

American Roofer, 58 W. Washington St., Chicago. (M) Limited market for roofing articles. Eugene Pope. ½c up, Pub.

American Silk Journal, 373 4th Ave., New York. (M-30) Articles on silk, rayon, textile industry 1500 to 3000. H. W. Smith. \$3 per column, Pub.

Amusement Park Management, 114 E. 32nd St., New York. (M-25) Articles on general amusement park operation, with photos. Charles Wood. 1c, photos, \$1.50, Pub. (Overstocked.)

Art of Mosaics & Terrazzo, 400 W. Madison Ave., Chicago. Articles on use and sale of mosaics and terrazzo work. P. C. Connelley. 1c, photos \$2, Pub.

Automobile Trade Journal & Motor Age, Chestnut and 56th Sts., Philadelphia. (M) Features based on interviews with successful automobile or equipment dealers. Don Blanchard. 1c up, Pub.

Automotive Electricity, 420 Lexington Ave., New York. (M-20) Technical articles on automotive electric and shop equipment, articles on merchandising service and accessories. L. E. Murray. 1c, Pub. (Overstocked.)

Auto Body Trimmer & Painter, 128 Opera Place, Cincinnati. (M) Limited market for technical and merchandising articles of trade. J. Frank Hutcheson. ½c up, Pub.

Bakers' Helper, 330 So. Wells St., Chicago. (2M-20) Business-building plans for bakers, technical articles, chiefly supplied by staff. E. T. Clissold. \$5 to \$15 page.

Bakers' Weekly, 45 W. 45th St., New York. (W) News correspondents in principal cities. Albert Klopfer. 1c, Pub.

Battery Man, The, Terre Haute, Ind. (M) Articles on battery merchandising and successful operation of battery shops. M. A. Denny. Up to 1c, Pub.

Beach and Pool Aquatics, 114 E. 32d St., New York. (M-25) Illustrated articles on swimming and beach operation, particularly country clubs and municipally operated pools, 1000. Charles Wood. 1c up, photos \$1.50 up, Pub. (Overstocked.)

Beverage Journal, 431 S. Dearborn St., Chicago. (M) Pet success ideas used by bottlers 200 to 500, occasionally longer. E. J. Sturtz. ¼c, Acc.

Black Diamond, 431 S. Dearborn St., Chicago. (W-20) Practical, method articles in the coal field. Robert L. Moffett, ½c up, Pub.

Boot & Shoe Recorder, 239 W. 39th St., New York. (W) News and features of shoe industry. Regular correspondents. Arthur D. Anderson. ½c, Pub.

Boys' Outfitter, 175 Fifth Ave., New York. (M) Interviews with boys' department buyers. Regular correspondents. Theodore Kahan. ½c, Pub.

Brick & Clay Record, 59 E. Van Buren St., Chicago. (Bi-W) News and features of brick and clay industry. Regular correspondents. H. V. Kaeppl, Mng. Ed. 1c up, Pub.

Building Supply News, 59 E. Van Buren St., Chicago. (M) News and merchandising features of lumber and building material dealers. Query. L. J. Zorn, Mng. Ed. 1c, Pub.

Bus Transportation, 10th Ave. at 36th St., New York. (M-25) Practical bus operation articles 2000, 2 or 3 photos. C. W. Stocks. ¾c, Acc. News items, first 100 words 2½c, balance each item ½c.

Casket & Sunnyside, 487 Broadway, New York. (M) Interviews with morticians on various phases of embalming and mortuary management. H. J. Daniels. ½c, Pub.

Ceramic Industry, 59 E. Van Buren St., Chicago. (M-25) News items pertaining to pottery, glass, enamel plants, executives, sales campaigns, production activity. H. V. Kaeppl, 1c, Pub.

Chain Store Age, 93 Worth St., New York. (M) Trade miscellany covering administration, general merchandising, grocery, druggists' chain stores. Godfrey M. Lebar. High rates, Acc.

Chain Store Management, 114 E. 8th St., Los Angeles. (M) Authentic articles in food chain store field 1000 to 1500. H. H. Lestico. ½c, photos \$2.50, Pub.

Chain Store Review, 114 E. 42nd St., New York. (M) Chain store management and merchandising articles, mostly staff prepared. Malcolm G. Sweeney, Mng. Ed. 1c up, Pub.

Cleaners and Dyers Review, 128 Opera Place, Cincinnati. (M-30) Technical articles, success stories, proved merchandising plans up to 2000; illustrations desirable. Gus Kepler. 3/4c, Pub.

Cleaning and Dyeing World, 1697 Broadway, New York. (W) Technical articles, merchandising, advertising, window display, success stories. A. R. Kates. About 1/2c, Pub.

Commercial Car Journal, Chestnut and 56th St., Philadelphia. (M) Articles on selling, servicing, operation of motor trucks. George T. Hook. Good rates. Pub.

Concrete Products, 542 S. Dearborn St., Chicago. (M) Articles on manufacture and marketing of cement products. E. S. Hanson.

Confectioners Journal, 437 Chestnut St., Philadelphia. (M-25) Articles on wholesale and retail manufacturing candy businesses and candy jobbing. Eugene Pharo. Up to 1c, Acc.

Cracker Baker, The, 45 W. 45th St., New York. (Chicago office, 360 N. Michigan Ave.) (M-20) One or two-page stories pertaining to biscuits and crackers, or the industry; plant write-ups; sales stories; practical or technical articles; human interest and success stories of men in industry. L. M. Dawson. 30 to 50c inch, Pub.

Dairy Produce, 110 N. Franklin St., Chicago. (M) Limited market for illustrated features on distribution and merchandising of dairy products. C. S. Paton. 1c, Pub.

Dairy World, 608 S. Dearborn St., Chicago. (M-10) Dairy plant, merchandising articles 1000 to 2000. E. C. Ackerman. 1c, photos \$1 to \$3, Pub.

Diesel Power, 521 Fifth Ave., New York. (M) Articles on oil engine uses. J. Kuttner. 1c, Pub.

Distribution and Warehousing, 249 W. 39th St., New York. (M-30) Articles dealing with public warehouse problems. Kent B. Stiles. 3/4c up, photos \$2, Pub.

Domestic Engineering, 1900 Prairie Ave., Chicago. Plumbing and heating trade merchandising and technical articles. 1c, Pub.

Draperies and Decorative Fabrics, 420 Lexington Ave., New York. (M-35) Authenticated articles on selling and advertising decorative fabrics, photos. W. H. MacCleary. 1c, photos \$3, Pub.

Druggist, The, Liberty and Chicago Sts., Jackson, Tenn. Drug merchandising stories from Tennessee, Arkansas, Mississippi, Louisiana, Alabama, and West Kentucky. Seale B. Johnson. 1/2c, photos \$2, Acc.

Druggists' Circular, The, 12 Gold St., New York. (M) Druggist success articles. G. K. Hanchett. Ind., Pub.

Drug Topics, 291 Broadway, New York. (M-25) Merchandising articles 1500, describing how druggist—name and address given—sold more merchandise, saved money. Dan Reznick. Good rates, photos \$3, Pub.

Drug Trade News, 291 Broadway, New York. (Bi-M) News of manufacturers in drug and toilet goods fields. Dan Reznick, Ind.

Dry Goods Economist, 239 W. 39th St., New York. (M-25) Articles of specific interest to department store field, up to 1200. C. K. MacDermit, Jr., Mng. Ed. 1/2c to 2c, photos \$2, special rates on best material, Acc.

Editor & Publisher, 1700 Times Bldg., New York. (W-10) Newspaper trade articles, news items. Marlen E. Pew. \$2 col. up, Pub.

Electrical Dealer, 360 N. Michigan Ave., Chicago. (M) Illustrated articles reflecting unusual operations in retailing domestic electrical goods or radio by any sort of store. Queries answered. Rudolph A. August. 1c up, Acc.

Electrical Installation, 461 Eighth Ave., New York. (M-35) Electrical installation articles with wiring diagrams, photos. News items of electrical contractors and others who install electrical equipment and lighting. Leslie H. Allen, Mng. Ed. 1c up, photos \$2 up, Pub. (Query.)

Electric Refrigeration News, 550 MacAbess Bldg., Detroit. (2-M-15) News of activities of refrigeration organizations, developments in refrigerated food field. George F. Taubeneck. 1c, Pub.

Electrical West, 883 Mission St., San Francisco. (M-25) Articles on methods of improving sale of electrical merchandise by dealers and contractors, unusual electrical installations involving special technique. William A. Cyr. Asso. Ed. 1/2c to 1c, Pub.

Enamelist, 2100 Keith Bldg., Cleveland, O. (M) Technical or semi-technical articles dealing with porcelain enamel, and stove manufacturing processes; success stories. R. C. Harmon, Asso. Ed. 1/2c to 4 or 5c, photos, \$2 up, Acc.

Excavating Engineer, S. Milwaukee, Wis. (M-25) Semi-technical articles on excavation by power shovel, dragline dredge, clam shell, excavating contracts, open pit mining, quarry, drainage, etc., 500 to 2000. Arnold Andrews. \$4 column., Pub. Query.

Feed Bag, The, 86 Michigan St., Milwaukee. (M) Interviews with named feed dealers on merchandising, advertising, etc., of feed stuffs. David K. Steenbergh, Mng. Ed. 1c, Pub.

Feedstuffs, 118 S. Sixth St., Minneapolis, Minn. (W-5) Articles on merchandising, cost accounting, general business practices, applicable to the feed trade. Carroll K. Michener. 1/2c to 1c, Acc. (Overstocked.)

Florists' Exchange, 448 W. 37th St., New York. (W) Has regular news correspondents in principal cities. Occasionally buys features. E. L. D. Seymour, Asso. Ed. 1/2c up, Pub.

Food Profits, 40 E. 49th St., New York. (M-25) Illustrated hotel restaurant operation articles, short "short-cut" items, human-interest articles, confessions with constructive slant 1500. Ray Fling. 1c up, Acc.

Ford Dealer and Service Field, Montgomery Bldg., Milwaukee. (M-25) Ford trade articles. H. James Larkin. 1c, Acc.

Ford Dealers News, 117 W. 61st St., New York. Ford trade articles. C. C. Pearsall, Mng. Ed. 3/4c up, Pub.

Furniture Age, 2225 Herndon St., Chicago. (M-30) Illustrated articles on practical methods, furniture and department stores in advertising, displaying, selling furniture, rugs, draperies, radio, stoves, refrigerators, bedding, gift goods, credit and collection methods, accounting systems, 500 to 1500; interviews and important news. J. A. Gary. 1c, photos \$2, Pub.

Furniture Index, 4th at Clinton, Jamestown, N. Y. (M-40) Short articles on management and merchandising. Photos. V. M. McConnell. 1c, photos \$2 to \$4, Pub.

Furniture Manufacturer, 200 N. Division St., Grand Rapids, Mich. Manufacturer and factory superintendent stories of wholesale selling or some phase of factory production 500 to 1500. A. C. Saunders. 1c, photos \$1 up, Pub.

Furniture Merchandising, Charlotte, N. C. (M-30) Retail furniture selling stories, well illustrated; accounts of successful promotions; window-display photos. Milton Samson. 1 to 3c, photos \$1 to \$3 and up, Pub.

Furniture Record and Journal, 200 N. Division St., Grand Rapids, Mich. (M-30) Experience stories of furniture merchandising, advertising successes, with facts endorsed by stores interviewed; stories on successful furniture and house furnishings departments 1000 to 2000. K. C. Clapp. 1c, photos \$2.50 to \$5, Pub.

Gas Age-Record, 9 E. 38th St., New York. (W) Articles and news of gas companies; interviews with public utility heads. H. W. Springborn. 1c, Pub.

General Building Contractor, 119 W. 40th St., New York. (M-25) Material on assignment only, mostly by staff. Story-telling pictures of construction projects. Theodore A. Crane, Ed.; P. A. Stone, Mng. Ed. Ind., Pub.

Giftwares, 260 5th Ave., New York. (M) Illustrated articles on operating gift and art shops 500 to 1200. Lucile O'Naughlin. 1c, photos \$3, Pub.

Good Hardware, 79 Madison Ave., New York. (M-20) Illustrated articles 100 to 200 for hardware dealers; humorous verse, jokes, epigrams, pertaining to the trade. Ralph F. Linder. 2c, jokes \$2, Acc.

Hide and Leather, 300 W. Adams St., Chicago. (W-15) Technical tannery articles 1000 to 10,000. Watterson Stealey. 1c, Pub.

Hotel Management, 40 E. 49th St., New York. (M-25) Hotel operation articles, business building ideas, 100 to 1500. J. S. Warren. 1c, Acc.

Hotels and Resorts, 5 S. Wabash St., Chicago. (M-20) Practical hotel operation articles 1500. C. A. McBride. 1/2c to 1c, Pub.

Hotel World-Review Pictorial, 221 W. 57th St., New York. (W) Newspaper of hotel industry; monthly feature edition. J. O. Dahl. 1 to 3c, Acc.

House Furnishing Review, 30 Church St., New York. (M-15) Merchandising articles 1000, biographies of house furnishing buyers with photos 300, fact items. S. P. Horton. 1c, biographies \$7.50, Pub. (Overstocked.)

Ice Cream Field, 461 8th Ave., New York. (M-10) Illustrated business-building articles for ice cream plants 750 to 2000. W. H. Hooker. 1/2c up, photos 50c to \$1, Acc.

Ice Cream Review, 501-515 Cherry St., Milwaukee. (M-25) Methods articles of interest to ice cream manufacturers and employees. Edward Thom. 1/2c up, Pub.

Ice Cream Trade Journal, 171 Madison Ave., New York. (M-25) Convention reports (on order); articles on management, manufacturing, distribution and sales activities of specific wholesale ice cream companies 500 to 2000. Harry W. Huey. 1c, Pub.

Ice & Refrigeration, 435 N. Waller Ave., Chicago. (M) Ice making, cold storage, refrigeration articles and news. J. F. Nickerson, Ind., Pub.

Industrial Retail Stores, 626 Prov. Bank Bldg., Cincinnati. (M-20) Articles on operation of industrial retail stores, displays, arrangement 1000 to 1500. Hull Bronson, Inc., Pub. (Overstocked.)

Inland Printer, 330 S. Wells St., Chicago. (M-40) Constructive articles on production, selling and management problems of printing industry. J. L. Frazier. \$10 page up, Pub.

Institutional Jobber, 40 E. 49th St., New York. (M) Experience articles on selling to hotels, restaurants, hospitals, clubs, schools 100 to 1500, fact items, photos. Gene Van Guilder. 1c up, Acc.

International Blue Printer, 431 S. Dearborn St., Chicago. (M-30) Illustrated articles on shop layout, unusual methods, etc., 1500 to 2000. Charles A. Greig. 1c, \$1 per illustration, Pub.

Jewelers' Circular, 239 W. 39th St., New York. (M-25) Storekeeping, merchandising articles for retail jewelers, important news of jewelry trade. T. Edgar Willson. 1 to 2c, Pub.

Jobber Topics, Tribune Tower, Chicago. (M) Stories about successful automotive jobbers and methods, short inspirational poems, jokes. Ken Cloud. Approx. 1½c, photos, \$3, Pub. (Overstocked.)

Keystone, The, 1505 Race St., Philadelphia. (M) Well-written articles on jewelry store management and merchandising 750 to 2000; news of jewelry trade. H. P. Bridge, Jr. 1 to 2c, news 30c inch up, photos \$1.50 to \$4, Pub.

Laundry Age, 1478 Broadway, New York. (M) News and features of laundry industry. Regular correspondents. J. M. Thacker, Ind., Pub.

Laundryman's Guide, 506 Bona Allen Bldg., Atlanta, Ga. (M-50) Articles on merchandising, advertising, production, selling, management, delivery fleets maintenance, layout of production line, etc., in modern steam laundries 750 to 1800, general news items 50 to 400. H. S. Hudson, Ed.; W. B. Savell, Mng. Ed. ½ to 1c, Pub.

Linen & Domestic, 1170 Broadway, New York. (M-10) Trade and feature articles on linen goods; interior or window display photos. Julien Elfenbein. 1 to 2c, photos \$1 to \$3, Pub.

Magazine of Light, The, Nels Park, Cleveland, O. (M-20) Articles on unique lighting installations involving incandescent lamps. J. L. Tugman. 1c, Acc.

Manufacturing Jeweler, The, 42 Weybosset St., Providence, R. I. (W-5) Material staff-prepared or obtained through special arrangement. W. Louis Frost. ½c, Pub.

Materials Handling & Distribution, 420 Lexington Ave., New York. (M-30) Practical, not theoretical, articles on efficient and economical systems of handling materials mechanically, either in production or physical distribution operations. John A. Cronin, Ind., generally Pub.

Meat Merchandising, 105 S. 9th St., St. Louis. (M) Practical merchandising articles of trade. No grocery interviews. Guy Pulley. 1c, Pub.

Merchandising Ice, 435 N. Waller Ave., Chicago. (M-25) Articles on sales plans, advertising displays and developments related to ice-using equipment. J. F. Nickerson. ½c to 1c, Acc.

Metalcraft, 4th St. at Clinton, Jamestown, N. Y. (M) Articles on metal work. H. W. Patterson. Good rates, Acc. Query.

Milk Dealer, The, 501-515 Cherry St., Milwaukee. (M-25) Problems related to preparing milk for distribution, selling and delivering. Edward Thom. ½c, Pub.

Millinery Trade Review, 1225 Broadway, New York. (M-50) Millinery trade miscellany. Charles Steinecke, Jr. ½ to 1c, photos \$2, Pub.

Modern Stationer, 1181 Broadway, New York. (M-25) Trade miscellany. David Manley. 1c, photos \$3, Pub.

Mortuary Management, 1095 Market St., San Francisco. (M) Articles on successful morticians and their methods. Wm. Berg. ½ to 2c, Acc.

Motor Boat, 521 5th Ave., New York. (M-25) Articles on boat and engine selling and manufacturing methods 800 to 1000, short kinks, news items of builders and dealers. Gerald T. White. \$10 page, Pub.

Music Trade News, 1697 Broadway, New York. (M-20) Illustrated articles on retailing sheet music, band instruments. Albert R. Kates. ½c up, Pub.

National Bottlers' Gazette, 233 Broadway, New York. (M-50) Features of interest to the soft-drink bottling trade. W. B. Keller, Jr. \$7.50 page, Pub.

National Butter Journal, 5th and Cherry Sts., Milwaukee. (M) Articles on manufacture and distribution of butter. Edward Thom. ½c, Pub.

National Carbonator & Bottler, 504 Bona Allen Bldg., Atlanta, Ga. (M-10) Illustrated articles on business building methods for bottled soft drink plants, in actual use 750 to 2000; news items 50 to 100. W. B. Savell. ½ to 1c, photos 50c to \$1, Acc.

National Cheese Journal, 5th and Cherry Sts., Milwaukee. (M) Articles on manufacture and distribution of cheese. Edward Thom. ½c, Pub.

National Cleaner & Dyer, 521 5th Ave., New York. (M-20) success stories, technical, salesmanship articles. Roy C. Denney. Fair rates, Pub.

National Jeweler, 536 S. Clark St., Chicago. (M) Limited market, material on strictly merchandising subjects 250 to 300. Francis R. Bentley. ½ to 1c, Acc.

National Lumberman, 249 W. 39th St., New York. (M-10) Industry news and brief merchandising articles under 300. Ralph McQuinn. 1c up, photos \$2, Pub.

National Retail Lumber Dealer, 824 Hearst Bldg., Chicago. (M) Actual interviews with lumber dealers, stressing specialty departments, and lumber retail stores; fillers and shorts. Lyman M. Forbes. 1c, Pub.

Northwestern Confectioner, 707 N. Broadway, Milwaukee. (M-20) Business articles featuring retail, jobbing, manufacturing confectioners 1000 to 1500. G. B. Kluck. Fair rates, Pub.

Northwestern Miller, 118 S. 6th St., Minneapolis, Minn. (W-5) Technical articles on flour milling industry, emphasis on merchandising. Query first. Carroll K. Michener, Mng. Ed. ½ to 1c, Acc.

Nugent's, 239 W. 39th St., New York. High-class articles on women's specialty shops. Small market. Henry Sucher. ½c, photos \$2.50, Pub.

Office Appliances, 417 S. Dearborn St., Chicago. (M) Articles on selling office equipment. H. W. Martin, Asst. Ed. 30c inch, Pub.

Optometric Weekly, 17 N. Wabash Ave., Chicago. Optometric trade miscellany. ½c, Pub.

Pacific Drug Review, 35 N. 9th St., Portland, Ore. (M-25) Articles on drug merchandising, window and inside display, advertising. F. C. Felter. Low rates, Pub.

Pacific Retail Confectioner, 35 N. 9th St., Portland, Ore. (M) Trade-building articles for retail confectioners and soda-fountain owners 500 to 2000. F. C. Felter. \$5 page, Pub.

Packing & Shipping, 30 Church St., New York. (M-25) Items of interest to transportation, railways, motor trucks, warehouses, on packing, handling, distribution, loss and damage in shipping, etc., 1000 to 2500. C. M. Bonnell, Jr. ½ to 1c, photos 50c to \$1, Pub.

Paper Selling, 911 Conway Bldg., Chicago. (M-10) Creative, aggressive paper and paper products salesmanship articles up to 1200. Frank C. Petrine. ½c up, Acc.

Petroleum Age & Super Service Station, 500 N. Dearborn St., Chicago. (M) Articles on distribution of petroleum products, successful service stations, etc. Ind.

Petroleum Marketer, The, 913 Hunt Bldg., Tulsa, Okla. (M-20) Articles on merchandising and management from experience of petroleum jobbers. Grady Triplett. 1c up, Acc.

Picture and Gift Journal, 537 S. Dearborn St., Chicago. (M) Illustrated merchandising articles on gift and picture shops. C. Larkin. About ¾c, Pub.

Plumbers' and Heating Contractors' Trade Journal, 23 W. 30th St., New York. (2-M) Merchandising features showing how plumbers sell more goods, 500 to 800, photos, hobbies of plumbing or heating contractors with photos 300 to 500. Prefers query. R. G. Bookhout. Good rates, Acc.

Power, 330 W. 42nd St., New York. (W-15) Technical articles on power generation up to 3000, by engineers or power executives. \$10 to \$15 page, 1200 words, Acc.

Power Plant Engineering, 53 W. Jackson Blvd., Chicago. (2M-15) Articles on power plant operation, appliances and use 500 to 1500. Arthur L. Rice. ¾c, Pub.

Printing, 41 Park Row, New York. (Bi-W-25) Printing plant and sales management articles up to 2000, trade news of employing printers in plants. Charles C. Walden, Jr., Ed.; Ernest F. Trotter, Mng. Ed. 27 to 40c per inch, photos ½ space rates, Pub.

Printing Industry, The, 608 S. Dearborn St., Chicago. (M) Practical printing articles 750 to 3000. B. F. Chittick. 1 to 2c, Pub.

Progressive Grocer, 79 Madison Ave., New York. (M) Illustrated idea articles 100 to 200, grocery trade articles 1200 to 1500, photos, trade jokes. Ralph F. Linder. 1c to 2c, Acc.

Publishers' Weekly, 62 W. 45th St., New York. (W-15) Articles on publishing, book selling, sales promotion, etc. Frederic G. Melcher. 1c, Pub.

Radio-Music Merchant, 420 Lexington Ave., New York. Features on merchandising of radios by radio and music dealers 1000. V. E. Moynahan. 1c, photos \$2, Pub.

Railway Mechanical Engineer, 30 Church St., New York. (M) Railroad shop kinks, photos. Roy V. Wright. 50c inch, Pub.

Refrigeration, Walton Bldg., Atlanta, Ga. (M-25) Name and fact stories on ice refrigeration and merchandising of ice. Hal Reynolds. \$4 column, Pub.

Restaurant Man, The, 270 Washington St., Brooklyn. (M) Articles on operation, management or construction of restaurants 1500 to 2000; photos essential. M. E. Lerner. Good rates, Pub.

Restaurant Management, 40 E. 49th St., New York. (M-25) Restaurant operation articles 100 to 1500; biographical sketches, human-interest articles, confessions with constructive slant up to 1500. Ray Fling. 1c, Acc.

Retail Druggist Illustrated, 250 Lafayette Blvd., Detroit, Mich. (M-15) Illustrated merchandising articles 500 to 2000, series, editorials 50 to 500, window display photos, advertising samples. E. N. Hayes. Ind. Acc.

Retail Furniture Selling, 222 N. Bank Drive, Chicago. (M-15) Short fact items on furniture merchandising. Feature articles usually only on assignment. K. A. Ford. 1/2c, ads 50c, photos \$2.50 plus photographer's bill on ordered photos, Pub.

Retail Ledger, 1346 Chestnut St., Philadelphia. (M-15) Articles on various phases of retailing—advertising, delivery, credits, salesmanship, etc., 1500 to 2000. Special attention to home furnishings. William Nelson Taft. 1c to 1/2c, photos \$3, Acc.

Retail Tobacconist, 117 W. 61st St., New York. (W-15) Articles on business methods of successful tobacconists 500 to 1500. H. B. Patrey. 1/2c, Pub.

Rock Products, 542 S. Dearborn St., Chicago. (2-M) Articles on cement, lime, gypsum, quarries, sand and gravel plant operations, etc. N. C. Rockwood, Inc.

Sanitary and Heating Age, 239 W. 39th St., New York. (M-25) Well-illustrated merchandising articles. A. R. McGonegal. 1c, Pub. (Overstocked)

Seed Trade News, 60 W. Washington St., Chicago. (W) Seed news only. N. C. Helm. 1/2c, Pub.

Seed World, 1018 S. Wabash Ave., Chicago. (2M) Articles on growing and merchandising seeds. W. L. Oswald. 1/2c, Pub.

Service Station News, 369 Pine St., San Francisco. (M) Western articles on service station operation. Buys little except from regular correspondents. R. H. Argubright. 1/2c, photos \$1 up, Pub.

Shoe Factory, 300 W. Adams St., Chicago. (M-15) Technical articles on shoe manufacturing, news items of factories. E. E. Cote. 1c, news 1/2c, Pub.

Shoe Repair Service, 702 Commercial Bldg., St. Louis, Mo. (M-Gratis) Constructive trade articles 500 to 1500, verse on shoe repairing 1 to 4 stanzas, fact-items, fillers 50 to 100, jokes. A. V. Fingulin. 1/2c to 1/2c, Pub.

Soda Fountain, The, Graybar Bldg., New York. (M-15) Illustrated articles on business-building methods for soda fountains and soda lunches. John R. Ward. 1c, Pub.

Southern Funeral Director, 502 Walton Bldg., Atlanta, Ga. (M-25) Articles of interest to southern morticians. Hal Reynolds. \$8 page, Pub.

Southern Hardware, 1020 Grant Bldg., Atlanta, Ga. (M-15) Illustrated articles on management and merchandising methods in southern hardware stores. 1c up, Pub.

Southwestern Bottler, 429 Milam Bldg., San Antonio, Texas. (M-10) Practical merchandising articles based on interviews with specific bottlers in New Mexico, Oklahoma, Louisiana, and Arkansas. Ruel McDaniel. 1/2c up, Pub.

American Boy, The, 550 Lafayette Blvd., Detroit, Mich. (M-20) Older boys. Short-stories 3000 to 5000, serials 40,000 to 60,000, fact articles dealing with older boy interests 50 to 4000, one-act plays, short poems. George F. Pierrot. 2c up, photos \$2, Acc. (Overstocked)

American Girl, 670 Lexington Ave., New York. (M-15) Ages 12 to 18. Girl Scouts publication. Action short-stories 3500 to 4500. Miss Margaret Mochrie. 1c up, Acc.

American Newspaper Boy, 15 W. Fifth St., Winston-Salem, N. C. (M) Short-stories of adventure, modern newspaper carrier boy heroes 1600 to 2500. Bradley Welfare. 1/2c, Acc.

Boy Life, Standard Pub. Co., 9th and Cutter Sts., Cin-

cinnati. (W) Medium ages. Short-stories 2000, serials, articles, miscellany. 1/3c up, Acc.

Boys and Girls, Methodist Pub. House, 810 Broadway, Nashville, Tenn. (W) Boys and girls up to 12. Short-stories 600 to 1000, short serials, verse, occasional brief articles on nature, science, things-to-do. Mrs. C. H. Battle. 1/2c, Acc.

Boys' and Girl's Comrade, Gospel Trumpet Co., 5th and Chestnut, Anderson, Ind. (M) Ages 9 to 15. Character and educational articles 500 to 1500, wholesome, short-stories 1000 to 2000, serials 5 to 15 chapters, editorials 250 to 500, verse 2 to 6 stanzas, fact items, fillers. L. Helen Percy. \$2 to \$2.50, photos 25c to \$1, Pub.

Spice Mill, The, 103 Water St., New York. (M-35) News from tea, coffee, and spice centers. Limited market for brief articles. C. S. Sewell. 1/2 to 1c, Pub.

Sporting Goods Dealer, 10th and Olive Sts., St. Louis, Mo. (M) Illustrated reviews on merchandising, store arrangement, news. C. T. Felker. 1/2c up, Pub.

Sporting Goods Journal, 139 N. Clark St., Chicago. (M) Specific feature articles describing successful merchandising plans; photos. Ames A. Castle. 1/2c up, Pub.

Starchroom Laundry Journal, 415 Commercial Square, Cincinnati, O. (M-25) Short illustrated articles, trade miscellany. J. N. Wheeler. 1/2 to 1c, Pub.

Successful Dry Cleaning & Dyeing, 105 S. 9th St., St. Louis. (M) Technical and merchandising articles of interest to cleaners and dyers. W. H. Kerr. 1c, Pub.

Tires Magazine, 420 Lexington Ave., New York. (M-25) Merchandising and servicing articles on tire retailers and service station operators 1500 to 2000. Jerome T. Shaw. 1/2 to 1c, news items 25c inch, fillers 1/2c, photos \$3, Pub.

Toilet Requisites, 250 Park Ave., New York. (M-35) Verified interviews with buyers or higher executives concerning toiletries retailing in cities 25,000 or over. Photos. No general stories. Keep under 1200. S. G. Swift. 1c, Acc.

Warm Air Heating, 109 S. 9th St., St. Louis. (M) Editorial board supplies 80% of material. Query editor. Paul L. Reed. 1c, Pub.

Wayside Salesman, Magazines, Inc., Chicago. (M) Illustrated business-building articles on wayside inns, barbecue stands, tourist camps, roadside refreshment stands, etc. 1c, photos 75c to \$1.50, Acc.

Western Barber and Beauty Shop, 312 E. 12th St., Los Angeles. (M) Methods articles concerning Pacific Coast barbers and beauty shop operators. Michael J. Phillips. 1/2c up, Pub.

Western Confectioner, 57 Post St., San Francisco. (M-35) News and features of Western candy, ice cream, fountain trade. Russell B. Tripp. Fair rates, Pub. (Overstocked)

Western Florist, 312 E. 12th St., Los Angeles. (W) News and features of successful florists. M. J. Phillips. 1/2c up.

Western Wood Worker, 71 Columbia St., Seattle, Wash. (M) Articles on wood-working plant operations, illustrated interviews, Western locale, 1000. Nard Jones. 1/2c up, Pub.

Wholesale Druggist, 291 Broadway, New York. (M) Concrete drug business articles. Jerry McQuade. 1c up, Pub.

Window Shade and Drapery Journal, 22 E. 12th St., Cincinnati. (M) Articles on all phases of shade and drapery business, interviews, news items, photos. E. E. Harris. 3/4 to 2c, photos \$2 to \$5, Acc.

Wood Construction, Xenia, Ohio. (2-M-15) News articles on retail lumber and building supply dealers, based on specific interviews. Findley M. Torrence. \$10 page, including art, Pub.

Wood Working Industries, 415 W. 4th St., Jamestown, N. Y. (M-40) Technical wood-working management and production articles. L. M. Nichols. Good rates, Acc, Query.

LIST D

Juvenile and Young Peoples' Publications

American Boy, The, 550 Lafayette Blvd., Detroit, Mich. (M-20) Older boys. Short-stories 3000 to 5000, serials 40,000 to 60,000, fact articles dealing with older boy interests 50 to 4000, one-act plays, short poems. George F. Pierrot. 2c up, photos \$2, Acc. (Overstocked)

American Girl, 670 Lexington Ave., New York. (M-15) Ages 12 to 18. Girl Scouts publication. Action short-stories 3500 to 4500. Miss Margaret Mochrie. 1c up, Acc.

American Newspaper Boy, 15 W. Fifth St., Winston-Salem, N. C. (M) Short-stories of adventure, modern newspaper carrier boy heroes 1600 to 2500. Bradley Welfare. 1/2c, Acc.

Boy Life, Standard Pub. Co., 9th and Cutter Sts., Cin-

cinnati. (W) Medium ages. Short-stories 2000, serials, articles, miscellany. 1/3c up, Acc.

Boys and Girls, Methodist Pub. House, 810 Broadway, Nashville, Tenn. (W) Boys and girls up to 12. Short-stories 600 to 1000, short serials, verse, occasional brief articles on nature, science, things-to-do. Mrs. C. H. Battle. 1/2c, Acc.

Boys' and Girl's Comrade, Gospel Trumpet Co., 5th and Chestnut, Anderson, Ind. (M) Ages 9 to 15. Character and educational articles 500 to 1500, wholesome, short-stories 1000 to 2000, serials 5 to 15 chapters, editorials 250 to 500, verse 2 to 6 stanzas, fact items, fillers. L. Helen Percy. \$2 to \$2.50, photos 25c to \$1, Pub.

- Boys' Comrade**, Christian Bd. of Pub., 2712 Pine St., St. Louis. (W) Ages 14 to 18. Short-stories 2000, serials, illustrated articles 100 to 1500, verse, miscellany. O. T. Anderson. \$4 to \$5 per M., Acc.
- Boy's Life**, 2 Park Ave., New York. (M-20) Boy Scouts publication, ages 14 to 18. Outdoor adventure, sport, achievement short-stories up to 5000, serials up to 3000, articles up to 2000. James E. West. 2c up, Acc.
- Boys' World**, D. C. Cook Pub. Co., Elgin, Ill. (W) Boys 13 to 17. Short-stories 2200 to 2500, serials 2 to 6 chapters 2200 each, scientific, success articles up to 300, occupation articles 150 to 1100, successful boys, curiosity, scientific news items, miscellany. D. C. Cook, Jr. ½c up, verse 10c line, Acc.
- Challenge**, The, Baptist Sunday School Board, 161 8th Ave., N., Nashville, Tenn. (W) Young people, 17 years up. Adventure, achievement short-stories 1500 to 2500, serials 2 to 12 chapters 2000 each; descriptive, biographical, travel articles up to 2000; verse. Hight C. Moore; Noble Van Ness. ½c, verse \$1 to \$2.50, Acc.
- Child Life**, Rand, McNally & Co., 536 S. Clark St., Chicago. (M-35) Ages 2 to 12. Short-stories, miscellany up to 1800. Marjorie Barrows. ½ to 1c, Acc. (Overstocked.)
- Children's Hour**, The, 470 Stuart St., Boston. (M) Children's articles, short-stories, drawings, puzzles, music, etc. Rose Saffron. ½c up, Pub.
- Children's Playtime**, The, Insurance Center Bldg., Cleveland, O. (M-25) Educational short-stories 1500. E. F. Schueren. ½c, Acc.
- Christian Youth**, 327 N. 13th St., Philadelphia. (W) Teen ages; interdenominational. Wholesome short-stories with Christian teaching and uplift 2000 to 2200; fillers, nature, fact, how-to-make-it articles 300 to 1000. Bible puzzles. Charles G. Trumbull; John W. Lane, Asso. \$10 a story, fillers \$4, puzzles \$1 to \$2, Acc.
- Classmate**, Methodist Book Concern, 420 Plum St., Cincinnati. (W-5) Young People 18 to 24. Wholesome short-stories 2500 to 3500, serials 30,000 to 40,000, illustrated articles 1000 to 2500, fact items 200 to 1000, verse. A. D. Moore. Fillers ½c up, fiction 1c up, verse \$5 to \$10, Acc.
- Dew Drops**, D. C. Cook Pub. Co., Elgin, Ill. (W) Children 5 to 8. Short-stories 900 to 1000, short articles, editorials 250 to 300, verse up to 12 lines. No fairy stories. David C. Cook, Jr. ½c up, verse 10c line, photos \$1.50 to 20c line, Acc.
- Epworth Herald**, 740 Rush St., Chicago. (W-5) Articles on youth's activities 1000 to 1200, religious essays 1000, short-stories 1200 to 1500, verse up to 20 lines. W. E. J. Gratz. ½ to 1c, verse 15c line, photos \$3 to \$5, Acc.
- Epworth Highroad**, Methodist Pub. House, 810 Broadway, Nashville, Tenn. (M) Young people, 16 to 24. Short-stories 2500 to 4000; serials, 4 to 8 chapters; illustrated articles 1000 to 1800; short poems. R. L. Hunt. ½ to 1c, verse 25c line, Acc.
- Every Child's Magazine**, 108 N. 18th St., Omaha, Nebr. (M) Boys and girls about 12. Short-stories 2000; travel articles. Few fairy stories. Grace Sorenson. Low rates, Pub.
- Everygirl's**, Lyon at Ottawa, Grand Rapids, Mich. (M-15) For Camp Fire girls. Short-stories 2000, serials 12,000 to 15,000; articles on social leadership, home and hostess activities, etiquette. Martha K. Sironen. ½c, photos \$1, Acc.
- Forward**, Presbyterian Bd. of Christian Education. Witherspoon Bldg., Philadelphia. (W) Boys and girls, 14 to 23 years. Short-stories 2500 to 3000, serials (overstocked), illustrated articles 700 to 1000, fillers 150 to 400. Dr. John T. Faris. ½c, Acc.
- Friend**, The, United Brethren Pub. House, Dayton, O. (W) Boys' and girls' moral, educational short-stories 1000 to 2500; serials 5 to 8 chapters; informational, inspirational articles 100 to 800, short verse. J. W. Owen. \$1 to \$5 per story, poems 50c to \$2, Acc.
- Front Rank**, The, Christian Bd. of Pub., 2710 Pine St., St. Louis, Mo. (W) Young people, teen ages. Moral short-stories 2000 to 2500, serials 20,000 to 25,000, verse, miscellany. O. T. Anderson. \$4 to \$5 per M., Acc.
- Girlhood Days**, Standard Pub. Co., 9th and Cutter Sts., Cincinnati, O. (W) Girls 12 to 18. Out-of-door short-stories 1800 to 2000, serials, articles, miscellany. 1/3c up, Acc.
- Girls' Circle**, Christian Bd. of Pub., 2712 Pine St., St. Louis. (W) Girls 13 to 17. Short-stories 2500, serials 9 to 10 chapters, articles 100 to 2000, poems up to 20 lines. Erma R. Bishop. \$4 to \$5 per M., Acc.
- Girls' Companion**, D. C. Cook Pub. Co., Elgin, Ill. (W) Girls 13 to 17. Short-stories 2000 to 2500, serials 2 to 6 chapters 2200 each, illustrated occupation articles 150 to 800. Inspiration and information material 100 to 300. David C. Cook, Jr. ½c up, verse 10 line, photos \$1.50 to \$3, Acc.
- Girl's World**, Am. Baptist Pub. Society, 1701 Chestnut St., Philadelphia. (W) Ages 13 to 16. Wholesome action short-stories 2500, serials of 2500-word chapters. Informative articles 200 to 800, photos. Owen C. Brown. \$4.50 to \$6 per M., Acc.
- Haversack**, The, Methodist Pub. House, 810 Broadway Nashville, Tenn. (W) Boys, 10 to 17. Short-stories 2000 to 3000, serials 4 to 10 chapters, miscellany. ½c up, Acc.
- Intermediate Weekly**, The, Baptist Sunday School Board, 161 8th Ave., N., Nashville, Tenn. Wholesome stories for young people, boy and girl characters. Short-stories 2000 to 3600, serials 6 to 12 chapters not over 2000 each; descriptive, travel, biographical, practical articles up to 2000; verse. Noble Van Ness; Novella Dillard Preston. ½c, poems \$1 to \$2.50, Acc.
- John Martin's Book**, 300 4th Ave., New York. (M-50) Children up to 12. Informative articles up to 2000, little tot short-stories 1000 to 1200, short stories of fact, romance, fancy for older children up to 2000; serials, boy and girl appeal, 6 chapters of 2500; short and narrative verse, craft articles, continuity jokes. John Martin; Helen Waldo, assistant. 1 to 3c, verse 25c line up, Acc.
- Junior Christian Endeavor World**, 41 Mt. Vernon St., Boston. (W-5) Short-stories 1500; serials, 8 chapters 1500 each; items on current events, history, travel, Bible, children's organizations, etc., 100 to 500; illustrations. Stanley B. Vandersall. ½c, Acc.
- Junior Home Magazine**, 1018 S. Wabash Ave., Chicago. (M-25) Juvenile short-stories, "how-to-make" articles, miscellany. Bertha M. Hamilton. 1c, Pub.
- Junior Joye**, Nazarene Pub. Soc., 2923 Troost Ave., Kansas City, Mo. (W) Boys and girls 9 to 12; short-stories 1500 to 1800, serials 6 to 12 chapters, short miscellany. Mabel Hanson. ½c, Acc.
- Junior Life**, Standard Pub. Co., 9th and Cutter Sts., Cincinnati. (W) Children 8 to 12. Short-stories, serials, verse. 1/3c, Acc.
- Junior Trails**, Presbyterian Bd. of Christian Education, 420 Witherspoon Bldg., Philadelphia. (W) Boys and girls. Adventure, humorous, religious short-stories 1200 to 2500; articles, fillers. No sermonizing. Elizabeth S. Whitehouse. ½c, Acc.
- Junior Weekly**, The, 161 8th Ave., N., Nashville, Tenn. (W-5) Girls and boys 9 to 12. Short-stories, biographical, historical, scientific, discovery articles 1500. Serials 2 to 10 chapters. Novilla Dillard Preston. ½ to ¾c, Acc.
- Junior World**, Christian Bd. of Pub., Beaumont and Pine Sts., St. Louis. (W) Children 9 to 12. Short-stories 500 to 3000, serials 8 to 12 chapters, poems up to 16 lines, informative articles 200 to 600, skits, anecdotes. Hazel A. Lewis. \$4 to \$5 per M., Acc.
- Junior World**, Am. Baptist Pub. Society, 1701 Chestnut St., Philadelphia. (W-8) Children 9 to 12. Short-stories up to 2500, serials 2500-word chapters, miscellany. Owen C. Brown. \$5 per M., Acc.
- Kindergarten Primary Magazine**, 278 River St., Manistee, Mich. (Bi-M-20) Ages 4 to 6. Short-stories up to 500, short verse; articles on child training up to 1500; games, instructive playlets. Grace C. Dow. \$1 to \$5 per article, verse 25c to \$1, Acc.
- Little Learner**, D. C. Cook Pub. Co., Elgin, Ill. (W) Children 2 to 5. Short-stories 600 to 800, articles 100 to 300, verse up to 12 lines. David C. Cook, Jr. ½c up, Acc.
- Lutheran Boys and Girls**, Lutheran Pub. House, 1228 Spruce St., Philadelphia. (W) Ages 9 to 14. Low rates, Acc.
- Lutheran Young Folks**, Lutheran Pub. House, 1228 Spruce St., Philadelphia. (W) Older boys and girls. Illustrated descriptive articles, short-stories 3000 to 3500, serials 6 to 12 chapters. Fair rates, Acc.
- Mayflower**, The, Pilgrim Press, 14 Beacon St., Boston. (W) Children under 9. Short-stories 300 to 700, verse. Fair rates, Acc.
- Olive Leaf**, Augustana Book Concern, Rock Island, Ill. (W) Boys and girls, medium ages. Adventure stories 500 to 700. Rev. J. Helmer Olson, 3309 Seminary Ave., Chicago. ¼ to ½c, Pub.
- Onward**, Box 1176, Richmond, Va. (W-3) Young people. Short-stories, serials dealing with character development. Miss Clarabel Williams. \$3 to \$5 per M., Acc. (Overstocked.)
- Open Road for Boys**, 130 Newbury St., Boston. (M-10) Boys' interests. Aviation, sport, adventure, humorous, short-stories 2000 to 3500, serials up to 40,000, articles 1000 to 1500. Clayton H. Ernst. Up to 1c, Acc. and Pub.
- Our Little Folks**, United Brethren Publishing House, Dayton, O. (W) 4 to 9 years. Short-stories 300 to 600. J. W. Owen. Up to ½c, Acc.

Picture Story Paper, 150 5th Ave., New York. Children 4 to 8. Short-stories 300 to 800, verse. $\frac{3}{4}$ c to 1c, Acc.

Picture World, Am. Sunday School Union, 1816 Chestnut St., Philadelphia. (W) Children under 12. Short-stories 400 to 800, verse. \$3 to \$4 per M up, verse 50c stanza, Acc.

Pioneer, The, Presbyterian Bd. of Christian Education, 420 Witherspoon Bldg., Philadelphia. (W) Boys 12 to 15. Short-stories 2500 to 3000, serials 6 to 8 chapters 2500 each, illustrated articles 800 to 1000. Dr. John T. Faris. Articles 2/5c up, stories \$12 up, photos 50c to \$2, Acc.

Play Mate, 3025 E. 75th St., Cleveland, O. (M-15) Juvenile short-stories 1000 to 2500, serials by arrangement, natural history articles 800, verse up to 25 lines. Esther Cooper. 1 to 3c, verse 25c line, Acc.

Portal, Methodist Book Concern, 420 Plum St., Cincinnati. (W-2) Wholesome action short-stories 1500 to 3000, serials 20,000 to 25,000, vocational, project articles on assignment only, editorials. Wilma K. McFarland. 1c, verse \$5 to \$10, Acc.

Queen's Gardens, Presbyterian Bd. of Christian Education, Witherspoon Bldg., Philadelphia. (W) Girls 12 to 15. Short-stories 2500 to 3000, serials 6 to 8 chapters 2500 each; illustrated travel, nature articles 800 to 1000. Dr. J. T. Faris. Articles 2/5c to $\frac{1}{2}$ c, stories \$12 up, Acc.

Ropeco Magazine, Rogers, Peet & Co., 842 Broadway, New York. (M-Free) Boys 5 to 16. Adventure, animal, boy-interest short-stories, articles, jokes, miscellany. Miss L. F. Roth. $\frac{3}{4}$ c, Acc.

St. Nicholas, 55 W. 42d St., New York. (M-35) Boys and girls, age 14. Adventure, animal, historical, humorous, home life short-stories 3000 to 5000; verse. May Lambert Becker. 1c, verse 25c line, Acc.

Stories, Presbyterian Board of Pub., 420 Witherspoon Bldg., Philadelphia. Primary children. Character-building short-stories 500 to 800, verse $\frac{1}{2}$ c, verse 50c stanza, Acc.

Storyland, Christian Bd. of Pub., Beaumont and Pine Sts., St. Louis, Mo. (W) Children under 9. Short-stories 300 to 1000, poems 4 to 12 lines, simple puzzles. Hazel A. Lewis. \$4 to \$5 per M, Acc.

Storytime, Baptist Sunday School Board, 161 8th Ave., N., Nashville, Tenn. (W) Children 6 to 9 and parents. Short-stories 300 to 600, articles 100 to 300, verse. Mrs. Ruth Taylor. $\frac{1}{2}$ c, Acc.

Story World, Am. Baptist Pub. Soc., 1701 Chestnut St., Philadelphia. (W) Very little children. Short-stories 300 to 600; verse. $\frac{1}{2}$ c, Acc.

Target, Methodist Book Concern, 420 Plum St., Cincinnati. (W-2) Boys 9 to 15. Short-stories 1000, serials of character development 20,000 to 30,000, articles 1200 to 1800, editorials 800 to 1200, verse 8 to 20 lines, fact items, fillers 200 to 500. Alfred D. Moore. $\frac{1}{2}$ s to $\frac{1}{2}$ c, verse \$2.50 up, photos 50c to \$2.50, Acc.

Torchbearer, The, M. E. Church So., 810 Broadway, Nashville, Tenn. (W) Girls 10 to 17. Short-stories 2000

to 3000, serials 8 to 10 chapters, articles 1800; miscellany. $\frac{1}{2}$ c up, Acc.

Watchword, The, United Brethren Pub. House, Dayton, O. (W) Short-stories, serials for young people, miscellany. E. E. Harris. 1/7c, Acc.

Wee Wisdom, Unity School of Christianity, 917 Tracy Ave., Kansas City, Mo. (M-15) Children 6 to 12. Uplifting short-stories 800 to 2500, serials 2500 to 8000, verse, puzzles. Jane Palmer. Up to 2c, verse up to 25c line, Acc.

Well-spring, The, Pilgrim Press, 14 Beacon St., Boston. (W) Boys and girls, medium ages. Short-stories, serials, verse, miscellany. 2/3c, Acc.

What to Do, D. C. Cook Pub. Co., Elgin, Ill. (W) Boys and girls 9 to 12. Short-stories 2000 to 2500, serials under 6 chapters 2500 each, articles, editorials up to 800. Helen Miller Stanley. \$5 per M up, Acc.

World Friends, M. E. Church South, 810 Broadway, Nashville, Tenn. (M-5) Children 9 to 12. Brief short-stories 550 to 2100, missionary poems. Estelle Haskin. $\frac{1}{2}$ c, Acc.

Young Crusader, The, 1730 Chicago Ave., Evanson, Ill. (M-3) Children's paper of W. C. T. U. Temperance, health, anti-tobacco, character-building articles and short-stories up to 1500; puzzles. Katherine P. Crane. Moderate rates, Pub. No payment for verse.

Young Israel, 11 W. 42d St., New York. (M-10) Children under 16. Short-stories, articles of Jewish interest, 1200 to 1500, verse. Elsa Wehl. Under 1c, verse \$5, Acc.

Young People, Amer. Baptist Pub. Soc., 1701 Chestnut St., Philadelphia. (W) 17 years up. Short-stories 2500, serials of 2500-word chapters, articles, miscellany. Owen C. Brown. \$4.50 to \$6 M, Acc.

Young People's Friend, Gospel Trumpet Co., 5th and Chestnut Sts., Anderson, Ind. (W) Educational articles, essays 1000 to 1500, short-stories 1200 to 2500, serials 5 to 15 chapters, editorials, verse 3 to 8 stanzas. L. Helen Percy. \$2 to \$3 per M, verse 5c line, Pub.

Young People's Paper, 1816 Chestnut St., Philadelphia. (W) Teen ages. Feature and inspirational articles under 1500, short-stories up to 3000, serials 13,000. \$4 to \$5 per M, Acc.

Young People's Weekly, D. C. Cook Pub. Co., Elgin, Ill. (W) Ages 17 to 25. Short-stories 3000, serials up to 8 chapters, short illustrated articles, miscellany. Helen Miller Stanley. \$5 per M up, Acc.

Youth, Unity School of Christianity, 917 Tracy Ave., Kansas City, Mo. (M-15) For youthful persons of all ages. Solution of problems from standpoint of Christ teachings. Short-stories 1500 to 3500, articles 500 to 1500, poetry 4 to 16 lines. Ernest C. Wilson. 1 to 3c, verse 25c line up, Acc.

Youth's Comrade, The, Nazarene Pub. Soc., 2923 Troost Ave., Kansas City. (W) Boys and girls, high-school ages up. Short-stories 2000, serials, articles, miscellany. $\frac{1}{2}$ c, Acc.

Youth's World, Am. Baptist Pub. Soc., 1703 Chestnut St., Philadelphia. (W) Boys, teen ages. Short-stories 2500, serials 2500 each chapter, articles, editorials, fact items, photos. Owen C. Brown. \$4.50 to \$6 M, Acc.

LITERARY SECRETARY

is ready to serve you. Stories quality typed 50c 1000 words; Poetry 2c line. Free carbon copy, minor corrections, market suggestions, and a constructive criticism of each story. Write for reasonable rates on complete revision and rewriting of your unsalable stories. You'll be delighted with this service.

KIRK W. WALKER
224 Bryan Street Houston, Texas

HAVE YOU A STORY FOR THE "Talkies"? A NEW FIELD FOR WRITERS

I have just SOLD an ORIGINAL FOR
\$1250.00.

The THIRD ORIGINAL SOLD recently. This PROVES that I actually do SELL for my clients. If you want to get in on this profitable market, secure the help of an accredited agent can give you. For 12 years I have been successfully helping writers. The opportunity for writers with clever ideas has never been greater. Write for FREE information NOW.

ADELINE M. ALVORD

423 Hollywood Security Bld., Dept. A-931, Hollywood, Cal.

TYPISTS—START A MAIL BUSINESS

TYPEWRITTEN manuscript is recognized as essential in marketing books, novels, short-stories, articles, yet many writers have not mastered the typewriter. The feasibility of working by mail with a skilled typist has been demonstrated over and over, and many successful typing businesses draw large receipts from this source.

Typists who can do careful, attractive work, whose knowledge of punctuation and spelling is excellent, who can be depended upon to handle orders with dispatch, are invited to advertise their services in THE AUTHOR & JOURNALIST.

The cost of a one-inch advertisement is \$3.50, payable in advance. If a contract is made for six months, paid in advance, six months will be given for the price of five. The Author & Journalist, 1839 Champa St., Denver, Colo.

TURN YOUR UNSOLD MANUSCRIPTS INTO "BEST SELLERS"

Let a constructive critic of recognized ability assist you. To NEW clients: your story criticised in detail for one dollar plus return postage. N. RALPH NATHALE, 814 44th Ave., SAN FRANCISCO, CAL.

Criticism—Revision—Typing—Collaboration

Correspondence Invited.

LITERARY MARKET TIPS

Gathered Monthly from Authoritative Sources

Sunset, 1045 Sansome Street, San Francisco, makes the following editorial statement: "We aren't concerned with big names of famous authors. We much prefer to print actual experiences of members of our reader family—personal stories of vacation trips; adventures in western gardens; discoveries in western home building and home living. We like ideas, too."

Black Mask, 578 Madison Avenue, New York, "has earned the reputation among writers as 'the hardest magazine in the country to make,'" writes Joseph T. Shaw in a recent editorial announcement. It is one of the magazines that must be studied individually by the writer who intends to submit material for its columns.

Clive Crosby is no longer connected with *Short Stories*, Garden City, N. Y., as associate editor, having left to devote his time to free-lancing.

The Master Detective, 1926 Broadway, New York, is now edited by Bert Bowden, who succeeds Alan Hynd. It uses true detective and crime stories of outstanding cases, with official by-lines, illustrated by actual photos, paying for them at 2 cents a word on acceptance, photos extra.

American Farming, 537 S. Dearborn Street, Chicago, is now edited by Nelle Ringenberg, who writes: "At present we are overstocked on all types of material with the exception that we are interested in juvenile material and need some snappy and short articles on recreation, such as community affairs and recreation for young people." Payment is on publication at rates up to 1 cent a word.

The Camera, 636 S. Franklin Square, Philadelphia, with which *Bulletin of Photography* was recently merged, desires articles of a practical photographic nature from 500 to 2000 words in length. Payment is at \$5 per 100 words on acceptance. Frank V. Chambers is editor.

Everygirls, the Magazine of the Camp Fire Girls, Lyon at Ottawa, Grand Rapids, Mich., "is looking for material in social leadership, how to set tables, how to decorate rooms, how to act the hostess, in fact, anything that will make our girl readers more proficient as hostesses and homemakers," writes Marta K. Sironen, editor. Payment is at $\frac{1}{2}$ cent per word, thirty days after acceptance, \$1.00 for photos.

Burba Service, Dayton, Ohio, a syndicate, is not making any manuscript purchases at this time and will not be for at least a year, writes Howard Burba, manager.

Readers are advised to have no dealings with the New Authors' Book Publishing Company, Ventura, Calif., or with R. R. Rosamond (whose real name is understood to be Frank W. Rosamond), the editor. Subscribers have reported extremely disastrous and unsatisfactory experiences with Mr. Rosamond and his company.

Outdoor Feature Service, Inc., Graybar Building, New York, in a letter from Harry Bernstein of the staff, states: "Do any of your readers have photographs that might be suitable for publication in magazines and newspapers? We are on the lookout for meritorious material of this nature, subjects being of a general sort, indoor or outdoor. One good photograph can bring in as much as ten mediocre ones. Prices range, for the exceptionally good ones, from \$10 up. We pay either outright or on the commission plan, depending on the worth of photograph, but the commission account is preferred, royalties being sent once a month. Send return postage."

Complete Detective Novel, Amazing Stories, Wild West Stories and Complete Novel Magazine, and *Radio News*, publications of the defunct Radio Science Publications, Inc., 381 Fourth Avenue, have been taken over by the Macfadden Publishing Company, 1926 Broadway, New York. *Science and Invention*, as reported in our August issue, was taken over by and merged with *Popular Mechanics*, 200 E. Ontario Street, Chicago. *Screen Book*, it is understood, was taken over by the Fawcett Publishing Company, Minneapolis.

Harper's Magazine, 49 E. Thirty-third Street, New York, is now edited by Lee Hartman. *Harper's* is partial to articles written by specialists or authorities on the subjects discussed. Usually such articles are prepared on assignment. A personal experience of outstanding human interest, from 5000 to 6000 words in length, written in the first person and dealing with something far out of the ordinary, is the "best bet" when it comes to breaking into the pages of this magazine. Short satirical and humorous pieces, from 500 to 2000 words in length, dealing with current foibles in thinking and living, are considered. There is little opening for fiction at the present time.

Frolics, 305 E. Forty-sixth Street, New York, has been reentitled *Paris Frolics*. It uses light, snappy humorous stories with a French locale, in lengths from 2200 to 2400 words, paying on publication at $\frac{1}{4}$ cent a word. The same firm issues *Ginger Stories*, *Spicy Stories*, *Pep Stories*, and *Broadway Nights*, requirements being similar in character for all.

John Martin's Book, 300 Fourth Avenue, New York, informs a contributor that due to the highly specialized contents of its magazine, the free-lance writer stands but small show of "hitting" it.

Real Life Stories, announced as "a magazine of life's dramatic moments written into fiction by newspaper reporters," details of its requirements being published in our August issue, will appear as soon as a sufficient number of gripping stories can be lined up. Address Ed Bodin, Editor, London Terrace, 405 W. Twenty-third Street, New York (until September 15, Plainfield, N. J.)

Delineator, 161 Sixth Avenue, New York, makes the following editorial statement: "Some writers ask us 'What type of stories do you use in the *Delineator*?—a question that always annoys us. Because we use all types of stories. In each issue we try to get as great a variety of types as possible."

10 REASONS WHY A. & J. CRITICISM SERVICE WILL HELP YOU

1. All Author & Journalist critics are professional writers, actively selling to leading American publications.
2. Clients benefit from the intimate knowledge of market conditions possessed by The Author & Journalist.
3. Service is *fast*. All manuscripts, with very few exceptions, are on their way back to writers within 72 hours of receipt.
4. Many professional writers are Author & Journalist clients.
5. The first object of an Author & Journalist criticism is to assist the client to *sell*.
6. A. & J. critics answer in detail all questions asked.
7. Hundreds of testimonials are on file.
8. Willard E. Hawkins, editor of THE AUTHOR & JOURNALIST, personally reviews all criticisms.
9. Rates are reasonable. The scale is given below.

RATE SCHEDULE
For each prose manuscript of—

1,000 words	\$2.00	5,000 to 6,000	\$4.50
1,000 to 2,000	2.50	6,000 to 7,000	5.00
2,000 to 3,000	3.00	7,000 to 8,000	5.50
3,000 to 4,000	3.50	8,000 to 9,000	6.00
4,000 to 5,000	4.00	9,000 to 10,000	6.50
Each additional thousand words above 10,000.....			.40

10. Every client receives the copyrighted Author & Journalist Story-Sales System. Fiction clients receive the free Progress Chart which rates for NINETEEN writing fundamentals.

OTHER SERVICE BRANCHES

Literary revision with typing, per M words.....	\$2.00
Letter perfect typing, prose, per M.....	.75
Verse criticism: Each poem, 20 lines or less.....	1.00
Additional lines, each05
Play criticism: For each act	5.00

All fees payable in advance. Enclose return postage.

SEND YOUR MANUSCRIPT TODAY

The Author & Journalist Criticism Department,
1839 Champa Street, Denver, Colo.

I desire a complete Author & Journalist criticism of my man-

uscript entitled.....

which I send herewith. It contains.....words,

and I enclose \$.....to cover, in accordance with your regular scale of fees. I also enclose return postage. If this is fiction manuscript, I understand I am to receive the free PROGRESS CHART, also the A. & J. STORY SALES SYSTEM.

 **Willard E. Hawkins,**
Chief of Criticism Staff

 **Harry Adler,**
Fiction Critic

Name..... Address.....

City..... State.....

ARE YOU TIRED OF "STANDING STILL"?

IF SO, put yourself in the hands of an experienced, practical, honest literary critic.

One thorough, constructive criticism of a story is often worth more than a whole year of haphazard study. **IT IS THE MOST DIRECT ROUTE TO SELLING YOUR WORK!**

More than half my clients are professional writers. There must be a reason. Such writers KNOW what they want—and get it. Service of that caliber is assuredly of greatest value to the beginner or new writer. I have been a successful author, editor and critic myself since 1909. There is no theory, or "guess-work," in my criticism service. It brings **RESULTS**.

Among famous authors who endorse me are: Eugene Manlove Rhodes, Jim Tully, Carl Clauzen, William Dudley Pelley, Louis Weadock, W. C. Tuttle, Frederick J. Jackson, Hapsburg Liebe, William Wallace Cook, Lemuel De Bra, Bryan Irvine, Dennis H. Stovall, J. R. Johnston, Fred Goodcell, A. L. H. Bucklin, A. J. Messier, and many others of similar high standing.

My service solves your **SELLING** problem, too. On my approval of any story, it will be handled on a straight 10 per cent commission basis, **WITHOUT READING FEE**, by one of the best literary agents in New York City. There is no better agent for the average writer. He has been established more than 15 years, and handles the output of many famous authors.

Your one payment for criticism of a story includes the advantages of this agent's services, provided, of course, your work merits submission to editors. And I will help you to put your work into proper, professional shape.

My fee for criticism includes, when necessary, page-by-page revision of your story and careful editing. This fee is: Stories of 5,000 words or less, \$1.00 per thousand; 75 cents for each additional thousand words. Minimum fee, \$3.00; all fees to accompany manuscripts, with return postage. Special rates on novel-length manuscripts.

Send me a story TODAY—and get to GOING!
Move into the ranks of the professionals!

Send for new interesting booklet, "FACTS ABOUT CRITICISM."

HUBERT LA DUE
Consulting Literary Critic
YUCAIPA CALIFORNIA

Far West Romances is to be the new title of the present *Far West Stories*, published by Street & Smith, 79 Seventh Avenue, New York. The change will be made with the November issue. Dorothy C. Hubbard, associate editor of *Western Story Magazine*, will be editor. The magazine will hereafter be devoted to clean love stories of the West, shorts running from 5000 to 6000 words, and serials consisting of from 36,000 to 80,000 words, written in 12,000-word installments. Good rates, it is understood, will be paid on acceptance.

From *The Publisher's Weekly*: "Tom Neal in the Hollywood Book Store whispers in our ear that the Chinese story is in for good at the movie studios right now. One reader tells him that she is considering eight Oriental novels this week. It's good-bye to gangster films and hello! Old Buddha and Good Earth or what have you."

Startling Detective Adventures, 529 S. Seventh Street, Minneapolis, is now edited by Leonard W. Diegre, former assistant editor. He succeeds John J. Green, who resigned to take over the editorship of the Fairmount Indiana *News*, which he recently purchased. *Startling Detective Adventures* is particularly in the market for concisely written true detective and crime adventure stories, the preferred length being around 4000 words. The most popular formula is a dramatic, suspenseful account of the crime told in the first person by a police official, in which the reader feels that he is getting an inside, personal view not generally published in newspaper accounts, and in which the mystery is solved by clever detective methods rather than by a chance confession. The style of narration follows the regulation detective novel. Unsolved mysteries not wanted. An instruction folder will be mailed on receipt of a stamped, addressed envelope. Writers are invited to query the editor before preparing their manuscripts. Payment is at 2 cents a word, check or rejection within ten days. Actual photos, which must accompany the story, are paid for at a minimum of \$3 each.

The Matrix, St. Joseph, Mo., has abandoned plans for publication and returned all manuscripts, according to a note from the publishers. This undertaking turned out to be merely a "racket." In addition to making no payment for material, it sought to require aspiring contributors to pay \$2 per month for the privilege of having their work considered. John Pooley Wright was listed as editor-in-chief.

The New Yorker, 25 W. Forty-fifth Street, New York, no longer buys "newspaper breaks," also does not return any submitted.

Aces, *Action Stories*, *Fight Stories*, *Frontier Stories*, and *Wings*, 220 E. Forty-second Street, New York, of the Fiction House group, are now using no serials. Novelettes up to 30,000 words are used, except in *Fight Stories* and *Action Stories*, in which the outside limit is 12,000 words. *Aces* and *Wings* use only novelettes, 12,000 to 30,000 words. Payment for these magazines is at 1 cent a word up. John F. Byrne, managing editor, writes that *Detective Classics* and *Detective Book*, of this group, are overstocked.



"Blind-man's Buff" doesn't answer these questions

"What word conveys my exact meaning?"

"Is there a word to clarify my idea?"

"I wonder if there is a better word?"

"What is that word I have forgotten?"

"How can I avoid this
constant repetition?"

The New Amplified Edition with the REVISED Appendix

The unique helpfulness of March extends throughout the whole book. In the appendix, for instance, are grouped words and definitions from leading arts and sciences—the only book offering such an important service. It also contains chapters which are complete, concise textbooks on English, composition, word building, Biblical references, geographic and historic facts, famous characters of literature, American Slang, etc., which increase its value beyond computation.

Truly it is a Treasure House of Words and Knowledge—a book which thousands of writers find an indispensable reference. No wonder the leading magazines say of it:

"A real treasure chest of 'English undefiled.' We commend it unreservedly."
—Review of *Reviews*.

"will be of constant use on the writing desk."—*American Mercury*.

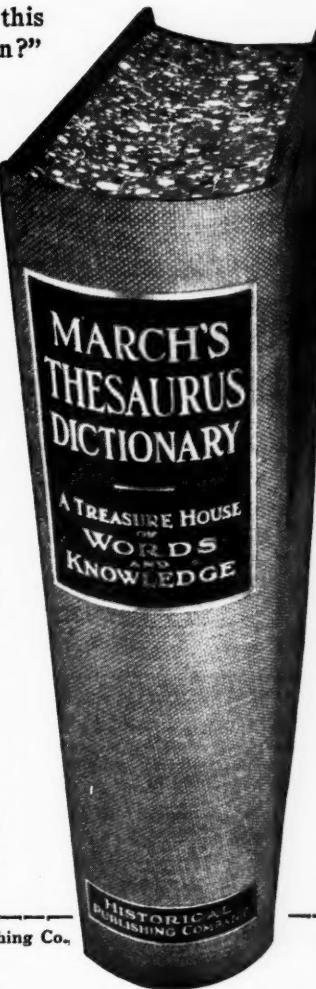
"leads the mind to associations wholly unexpected and defines them with shades of meaning so that exactness and fluency are obtained."—*Harper's*.

Examine it in your own office or home—at our risk

Let us send you this remarkable volume that you may judge it in your own home. Try it for ten days at our risk. We want you to see what complete mastery of the English language its 1462 pages give you. It is bound in handsome buckram—a worthy addition to any library—and surprisingly handy because of the thin, lightweight opaque paper used.

Just send in the coupon. If you do not find that it completely answers your word problems, you have but to return it and the examination has cost you nothing.

"If you can afford but one book—select March," advised a leading writer's journal.



Historical Publishing Co.
Dept. AJ 9
1334 Cherry St.,
Philadelphia, Pa.

Please send me (postpaid in U. S.; express paid in Canada) the New Amplified edition of March's Thesaurus Dictionary. I will pay \$3.75 on delivery and if I keep the book will pay you \$2.00 per month for three months. (Canada, *duty extra*; Foreign, \$10.00, cash with order.)

If for any reason I do not wish to keep it, I will return it in good condition within 10 days and you are to refund my \$3.75.

Name.....

Address.....

VAGUE groping—a "blind-man's buff" way of choosing words—doesn't answer satisfactorily such questions as these. Selecting from all the marvelous wealth of our language the one word to fit your purpose is highly difficult, if not impossible, by such a method.

With over 400 words denoting various degrees of goodness, for instance, how could you find the one word to express the exact meaning you desire? What assurance that you'll even remember the one you need?

But it is not strange that such time-wasting, irritating methods have so long prevailed. Dictionaries are arranged with the assumption that you know all of the words in our language, and seek only the definitions. The ordinary thesaurus, book of synonyms, or vocabulary book offers you choice if you know the exact meanings. No wonder most people find it so difficult to express their thoughts clearly!

But now comes a book which has revolutionized all word helps—a thesaurus with clear, concise definitions!

At your fingertips you can now have the definite, living words that fit your thoughts like gloves—through **March's Thesaurus Dictionary**.

The whole living language at your instant command

Instead of a vocabulary limited by your memory, you select from the whole living language—those limitless riches from which the ablest writers and speakers draw.

No matter what thought you wish to express, or which particular shade of meaning you desire, March's Thesaurus Dictionary gives you the word immediately.

Just a flip of the pages and your word is before you, grouped with its related words under the part of speech to which it belongs. In adjoining columns are its antonyms—enabling you to develop versatility of style.

All of these words are defined so that you select the right one with certainty, and know you are using it correctly.

It is of unquestionable authority. Professor Francis A. March and his son stand among the foremost philologists this country has produced.

RELIABLE SALES SERVICE

FOR WRITERS OF
SHORT STORIES, NOVELS
NOVELETTES
SERIALS, ARTICLES

ESTABLISHED 1926

WE HAVE SOLD

Thousands of Dollars Worth of Fiction;
Have helped others; Can help you. We
sell nothing but "Selling Service,"—
No Criticism; No Instruction Courses.
Reasonable Fees.

NEW WRITERS

Receive the same competent help that
brings to us, time after time, the work
of such well-known authors as Harriet Vincenzo—Katherine Russell—Ralph
Condon—Florrie Howe—Bruess—R. F.
Starzl—Grace Hall Titus—Chas. Roy
Cox—Janet Morrison—Francis Flagg—
Therese Dupree—Leonard K. Smith—
R. Craig Christensen—and others.

YOU CAN

Spend very little with us on any manu-
script unless we actually sell it for you.
New low rates. Old clients, as well as
new writers who wish to sell, write for
free folder.

ADDRESS

THE B-B SERVICE CO.
995-A East Rich - Columbus, O.

Test Your Story Writing Ability FREE



Dr. Burton

Many potential writers don't know their own dormant ability. Dr. Burton's Analysis Test indicates your power to create plots, characters that live, to understand motives, etc. It's a splendid test of your story instinct. Send for this free analysis. Try it, and receive expert critic's opinion, also booklet, "Short Story Writing."

Laird Extension Institute, 693 Foley Bldg., Mpls., Minn.

OREGON TYPIST

YOUR WORDS typed like engraving on crisp bond paper. Professional, correct and corrected. Fifty cents one thousand words, including thorough editing. Revision and criticism extra. BOOKS A SPECIALTY.

CLARA J. DAVIS

185 E. 80th St. Portland, Oregon

POETS: BOOK PUBLICATION CONTEST

(Opening Aug. 1, Closes Oct. 1.)
\$300 in Cash Prizes for Poems
Prizes for Beginners

Full information for self-addressed, stamped envelope. KALEIDOSCOPE, published monthly, \$2 a year, 25c a copy. SIGNS AND MARKERS, "Road Information for Hitch-hikers Along the Literary Highway," including 500 PLACES TO SEND POEMS, \$1 postpaid.

KALEIDOSCOPE, A National Magazine of Poetry
702 N. Vernon St. Dallas, Texas

IF YOUR STORIES DON'T SELL—

let's have a look at 'em. Competent, professional criticism \$1.00 per thousand words. Special terms on MSS. over 7,000 words. My own stuff has appeared in Top Notch, Action, Love Story, North West, People's Home Journal, and others.

(All fees payable in advance. Enclose return postage.)

TREVE COLLINS

46 No. Willow St. Montclair, N. J.

Everybody's, 45 W. Forty-fifth Street, New York, is announced as a new magazine to be published by Alfred A. Cohen, present publisher of Screenland, beginning with October. The title of the new magazine has been purchased from the Butterick Publishing Company, which formerly issued the magazine known by that title.

Thompson Service, a cartoon syndicate operated at Covington, Ky., is moving September 1st to 818 Oak Street, Cincinnati, O.

West, Garden City, N. Y., writes that a good proportion of romantic interest is desirable in its fiction. This magazine uses both Western and Northern adventure stories, "realistically told, with plenty of lift and go, but not too melodramatic," paying on acceptance at good rates.

Discontinued

All-Fiction Stories, New York.
Star Magazine, Garden City, N. Y.

Prize Contests

The Frederick A. Stokes Company, New York, in collaboration with Hodder & Stoughton, Ltd., London, announce an international \$20,000 award for the best novel submitted, the \$20,000 being an advance on book royalties of 15 per cent. The author will retain the major interest in serial, motion-picture, dramatic, and other subsidiary rights. There are no restrictions except that the manuscript must be written in English. The closing date has not been definitely announced, but will be approximately a year hence. Manuscripts are to be submitted to Curtis Brown, Ltd., literary agents, foreign manuscripts being addressed to that company at 6 Henrietta Street, Covent Garden, London, W. C. 2, and American manuscripts being addressed to it at 116 W. Thirty-ninth Street, New York.

The Harper & Bros. \$10,000 prize novel for 1931 is "Brothers of the West," by Robert Reynolds, of Georgetown, Conn. Mr. Reynolds, it is announced, is a young man of 28 years, who has been writing for fourteen years without previous success, except for a few poems published in college publications.

The David C. Cook Publishing Company, Elgin, Ill., prize contest, open to qualified writers, for stories of 2000 to 2800 words for boys and girls in their teens, closes September 21, 1931. Nine prizes, ranging from \$400 to \$100 are offered in both boys' and girls' divisions. Full conditions are printed on back page of this issue of the A. & J.

True Story Magazine, 1926 Broadway, New York, which dropped its prize contest for the summer, announces that the first of a new series of contests will open September 1. The awards to be made each month total \$5000, divided as follows: first, \$2000; second, \$1000; two third prizes, each \$500; five fourth prizes, each \$200. Contest rules will be sent to all interested. Address manuscripts to True Story Contest Editor. Acceptable stories not winning prizes will be purchased at regular rates.

THE ROAD TO DAMASCUS

SAUL, traveling on the road from Jerusalem to Damascus, "suddenly saw a blinding light." It changed his whole outlook, his entire existence.

The average writer, traveling the road to the goal of his ambitions, finds it a long and weary one—until the "blinding light," perhaps in the form of a friendly tip from a professional, or a few words in a criticism, comes to him and turns dismal failure into sudden success.

The following letter from one of my clients in the *Professional Collaboration Service*, typical of many similar ones, is an illustration:

"Any one of the things you taught me would have been a bar to getting a story into print. . . . Your presentation of these things has been very clear and helpful." (Name on request.)

And this, from a client in the *Criticism and Sales Service*:

"I wrote for years without selling a line of fiction. Your criticism of the first story I sent you opened my eyes. You taught me WHERE TO START, and I have sold regularly since." (Name on request.)

My files contain many such letters, for they come in constantly. Among my clients are established authors, newspaper and magazine editors, and persons in every other walk of life—as well as beginners who have just written their first story, or are trying to write it. The latter receive the same painstaking help as the former, and, if possible, even more conscientious assistance—because they need it more. I shall be pleased to send some of these letters for inspection.

My own work appears regularly. Some of it has been translated into foreign languages. I am able to do for myself what I offer to do for others.

CRITICISM AND SALES SERVICE

Terms (each manuscript charged for separately). For manuscripts up to 4,000 words, \$3.00; up to 7,500 words, \$5.00; up to 15,000 words, \$8.00; up to 25,000 words, \$12.00; up to 35,000 words, \$15.00; up to 50,000 words, \$20.00; over 50,000 words, \$25.00.

(Fee to accompany manuscripts.)

These fees are inclusive. They cover a detailed, constructive criticism of anywhere from 1,500 to 6,000 words if unavailable; if a story is available, or can be made so by revision, the fee covers such work, including typing, submissions, etc. I back my judgment of a story with my time and money, instead of asking the author to do so.

The Commission Charged on Sales Is 10%

PROFESSIONAL COLLABORATION SERVICE

This is not a "Course," but intensive individual work with a strictly limited number of clients, during which the client and I write a story together, step by step, from the mere plot to the completed manuscript. This constitutes the most practical training possible. THE CLIENT LEARNS HOW BY DOING—which, perhaps, is the reason I am able consistently to advertise ACTUAL RESULTS OBTAINED BY MY CLIENTS. The terms are surprisingly low and convenient. Some clients in this Service have sold the story even before they had completed payment of the fee. Others have sold stories written while still working on the collaboration story with me. All testify to the value of this Service to anyone striving for literary success.

This Service is entirely independent of the Criticism and Sales Service. Particulars on request.

LET ME SEE THAT UNSOLD MANUSCRIPT. It may supply the solution of the whole Mystery of the Rejection Slips. Or, send for booklet, "THE TRUTH ABOUT LITERARY ASSISTANCE," containing information vital to every writer and not obtainable elsewhere. (Mailed gratis on request.)

LAURENCE R. D'ORSAY

Author of

"Landing The Editor's Checks"	\$3.00 Postpaid
"Writing Novels To Sell"	\$2.50 Postpaid
"Mistress of Spears" (a Novel)	\$2.50 Postpaid

Autographed individually for each purchaser

RECOMMENDED BY EDITORS

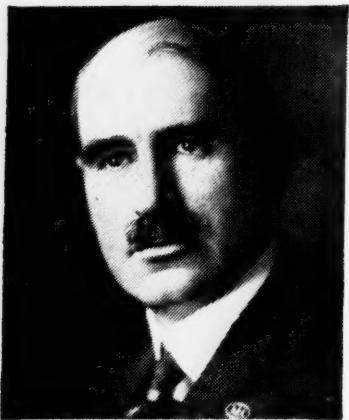
Own Sales Representative in New York for PERSONAL SUBMISSION of MSS. I accept.

P. O. Box 2602-M

SAN FRANCISCO, CALIFORNIA

— or —

Drawer A-1, Vine St.
HOLLYWOOD, CALIFORNIA



"Your Palmer Course in Short Story Writing transmits quickly a knowledge of technique. You save the writer years of disappointment and useless toil."

Frederick Stuart Greene

—Commissioner of Public Works, New York State, and writer of over twenty short stories in "The Saturday Evening Post."

LEARN TO WRITE WRITE TO EARN

Colonel Frederick Stuart Greene, Commissioner of Public Works, New York State, holder of one of the three highest offices within the gift of the Governor of New York State—makes writing his professional side-line. Yet till he was forty, Colonel Greene had not sold a single short story. He then took the best short story course offered anywhere at that time (there was no Palmer Institute then). And later—for all his knowledge, his experience—the Palmer Short Story Course came to him as a revelation. Colonel Greene reads and rereads every book and every item in the Palmer Course.

The Palmer Course is thorough on technique. It is intensive, authentic, personal, inspirational. With the new knowledge it imparts, your talent for writing can pay you generously in part-time or full-time work.

Palmer courses are also endorsed by Rupert Hughes, Ruth Comfort Mitchell, Katharine Newlin Burt, Gertrude Atherton, Carl Clausen, Julie M. Lippmann, Alex McLaren and Charles Kenyon.

PALMER INSTITUTE OF AUTHORSHIP
Dept. 147-X Palmer Building, Hollywood, Calif.

Please send me, without obligation, details about the course I have checked.

English and Self-Expression Fiction Writing
 Photoplay Writing

Name _____

Address _____

*All correspondence strictly confidential
No salesman will call upon you*

The Musical Fund Society of Philadelphia is sponsoring the Edward Garrett McCollin Memorial prize of \$1000 for a composition for solo string quartet and orchestra. Closing date, December 31, 1931. For details address the society.

CQ, a magazine published by Mervyn R. Rathborn for wireless operators, commercial and broadcast men, conducts a monthly unfinished limerick contest, offering prizes of \$5 and five of \$1 for the best last lines submitted before the 15th of each month succeeding date of issue. Address Limerick Editor, *CQ*, 1725 Bedford Rd., San Marino, Cal. The October and November limericks are as follows:

OCTOBER

When we first went to sea we were "Sparks"
With the code and a key we were sharks;
But voice transmission
And code omission—

NOVEMBER

The "Old Man" sent him down a T R
But the set wouldn't send very far
"CQ" shouted Sparks
But only the sharks—

Stamp's Magazine, 17,140 Third Avenue, Detroit, Mich., announces that it will select a 1000-word short-story each month, until further notice, paying \$25 for the same. Payment for other material is at 25 cents a line for verse and 1 cent a word up for prose.

Alberta Gallatin Childe, president of the Edgar Allan Poe Society, 5 Columbus Circle, New York, recently informed a correspondent that the prize essay reward for 1930 was awarded to Mrs. Mary Eleanor Roberts of Philadelphia, and that the contest will be discontinued until further notice. The society, formerly addressed at 640 Fort Washington Avenue, offered an annual prize of \$100 for the best critical essay on the works of Poe.

The American Section of *The Poetry Review* announces its eighteenth annual poetry contest, offering the Charles Alva Lane prizes of \$50, \$25, \$15, and \$10 for best poems dealing with profound consideration of life, philosophy, art, or science. Closing date, October 1, 1931. Address Mrs. Alice Hunt Bartlett, American editor, 299 Park Avenue, New York.

Everybody's, 45 W. Forty-fifth Street, New York, devoted to "real life" stories of the confession type, offers \$50 each month for the best "brief story of real life," between 2000 and 3000 words. Address Brief Story Contest Editor. It also offers a \$25 monthly prize for best snapshots. See magazine for details.

Far East Adventure Stories, 25 W. Forty-third Street, New York, announces that it will be published monthly hereafter, and that the word limit for stories intended for its "New Author's Corner" has been raised from 3500 to 5000 words. This is an opening for authors who have not previously had stories published in a national magazine. Stories for this and the balance of the magazine must deal with adventures in the Orient, Philippines, South Sea Islands, etc. Wallace R. Phillipines, South Sea Islands, etc. Wallace R. Bamber is publisher and editor. *Amazing Detective Stories*, formerly published at the same address, has been discontinued.

NOT A Message To Garcia—But A Message To You!

(This Message Is For Those Who Have Stories To Sell)

YOU want to SELL those stories. If you are selling only a part of your output, or making no sales at all, then you need help. Who could be better qualified to assist with your problems than an AGENT OF WIDE EXPERIENCE, A CRITIC WHOM CLIENTS RATE VERY HIGHLY, AND AN AUTHOR OF MORE THAN 125 STORIES PUBLISHED IN OVER 25 MAGAZINES?

You need personalized, specialized, capable guidance, and that is the kind my service presumes to offer. I deal with YOUR OWN PROBLEMS in a competent, conscientious manner. Here is what my service embraces—for one small charge, which is REFUNDED on salable material:

- (1). Sale of short and long fiction and articles for 10% commission. (See box.)
- (2). If only nominal revision is required to make a story salable, I offer to revise it, if warranted, without further charge.
- (3). Thorough criticism of faulty stories. These criticisms tell plainly and specifically what makes the story weak in sales appeal. They go to the basis of the trouble, and often point out a remedy. (See box.)
- (4). Collaboration on unusual stories arranged, on a 50-50 basis.

HERE'S HOW! (Reports from far and near—Originals on file)

"Many thanks for the check for my story."—R. M. R. (U. S. A.)

"Your very encouraging and frank letter came yesterday. I am so happy with your criticism.

The help you gave me surpasses my anticipation."—M. A. (Canada.)

"I am well satisfied with the way you handled my last story. I have long felt the need of such criticism."—W. R. M. (Alaska.)

Handling Charge—(less than for good typing!): MSS. up 3,000 words, \$1.00; over that, 30c per 1,000 words—plus carrying postage.

EVERY CENT of this is refunded on salable material, the only charge on which is the commission. This makes the charge extremely fair.

Find out if YOUR stories possess **SALES APPEAL**—and, if not, why not! Reports are speedy!

CHARLES P. GORDON, Box AJ-148, Dante, Virginia

(Author of more than 125 stories in over 25 magazines in U. S., Canada.)

SELL YOUR PLAYS

There is an excellent active market for plays of from one to three acts among numerous Entertainment Publishing Houses who purchase for cash or on a royalty basis. Such publication and amateur use is frequently a stepping stone to Broadway recognition.

But professional knowledge of the types of plays desired by the various markets is essential to success; also proper presentation. THE RADIO-PLAY DEPARTMENT is in active contact with the market and will negotiate the sale of promising material or work with you in preparing it.

Numerous Radio Stations and National Advertisers are also in the market for continuity, offering new opportunities for free-lance material.

RATES:

A reading fee of \$3.00 for any sketch or idea submitted; plays charged \$3.00 for the first act and \$1.00 for each additional act. This covers a complete criticism and suggestions for reconstruction where necessary. Material accepted for negotiation is handled on 15% commission basis.

Submit your manuscript, or write for full details.

RADIO PLAY DEPARTMENT

AUGUST LENNIGER, Literary Agent
155 East 42nd Street
New York, N. Y.

YOUR manuscript prepared for publication by a competent typist. Prompt, accurate service. Reasonable rates. Write for information.

BERTHA KING

Box 716 Odessa, Texas

F R E E !

Your story carefully polished FREE before typing. Typing on good bond, 50 cents a thousand words. Long stories done cheaply. Send script for estimate. Handy list of over 250 Variations of "Said," only 25 cents. Seven years' experience.

MRS. LUCILLE MEYER
Glacier Star Route, Bellingham, Washington

INTELLIGENT SERVICE

Authors' Agent offers complete service—collaboration, criticism, revision, typing, marketing and syndication. New York representative. Write for circular.

LEE E. GOOCH

Box 202 Hernando, Miss.

EXPERT MANUSCRIPT PREPARATION

Accurate and artistic typing. Thorough qualification demonstrated by ten years as teacher of commercial subjects, including English, spelling, punctuation, typewriting. Fastest possible service compatible with quality. Prose, excellent bond paper, 50 cents per 1000 words; verse, 2 cents per line; one carbon. A professional service.

LOTTIE CATON ABBOTT

1702 Millington St. Winfield, Kansas

PERSONAL CONTACT

(with New York and Philadelphia editors)

Yes—Contact Counts. You need a representative to interest editors in YOU personally and encourage the best work in you—and not bleed you for this service.

ED BODIN, Author's Executive, eleven years with the publishers of Collier's, American, Woman's Home Companion and Country Home, will take on more clients who show promise of quick sales. Send sample manuscript and \$2.00 for three months' registration entitling you to executive advice and personal sales effort on one manuscript a month. Usual charge \$1.00 per manuscript. NO READING FEES.

Good Manuscripts Need a Salesman—Not a Critic
(Consultations at your home if residing in vicinity of New York City or Philadelphia.)

ED BODIN, Author's Executive
Plainfield, N. J.

(After Sept. 15th, at London Terrace, 405 W. 23rd St., N. Y. City)

"COMPLETE SERVICE FOR WRITERS"**THIS INCLUDES**

Criticism, Revision, Editing, Typing, Collaboration When Warranted, the Selling of Writer's Supplies and Textbooks for Writers, and last, but by no means least, Reliable Sales Service of the finished product, your manuscript.

FOR THE FIRST TIME

A Criticism Staff has been organized that offers you the service of a Specialist in the actual type of story that you produce. One man does not consider and criticize each and every story submitted, regardless of text. For instance, if you write "Detective Stories"—your work would not be criticized by the same Staff Specialist who would criticize the next client's "Love Story"—but it would be handled by a writer of "Detective Stories." Each member of our Staff is a practical, experienced man or woman, which includes:

CHAS. ROY COX

Internationally-known Literary Agent, and Writer of Detective, Mystery, Western and General Fiction. Mr. Cox is Chief-of-Staff, . . . reviews all criticisms.

ADELE S. BAILEY

Nationally-known Critic, Teacher. Handles General Fiction, Love Stories, Juveniles, etc.

HARL VINCENT

Handles fantastic and pseudo-scientific fiction. See all September issues of *Argosy* and *Astounding Stories* for his work.

R. CRAIG CHRISTENSEN

Handles Action, Adventure, Air, War and Western fiction. Watch all Pulp Magazines, particularly "Rangeland Love Stories."

EDNA MAY BUSH

Typist supreme. Perfect copy. All work guaranteed.

Ask For Catalogue

UNITED SPECIALISTS, INC.

995-J East Rich Columbus, Ohio

EVERY WRITER**Should Have These Books**

MARCH'S THESAURUS DICTIONARY.....	\$ 9.00
FUNDAMENTALS OF FICTION WRITING.....	2.15
TWELVE CARDINAL ELEMENTS.....	1.10
PLOTTO.....	25.00
PILOT GENIE.....	10.00

Send Us Your Order. Prices Include Postage

ONE WEEK'S WAGES

Or a salary—which? Five out of 50 writers are selling regularly. Are you? You can be, if you wish.

My service will increase your sales and lessen your labor. Send for my circular.

GEORGE B. POTTER

Box 991, Dept. J Hartford, Conn.

"HOW TO WRITE A SHORT SHORT-STORY."
"HOW TO WRITE A GANGSTER-RACKETEER STORY."
"HOW TO WRITE A MODERN CONFESSION STORY."
"WRITING THE MODERN SEX STORY."

The four books YOU SHOULD GET AT ONCE, in order to HIT THE BEST PAYING MAGAZINES TODAY. **SPECIAL OFFER:** ALL 4 BOOKS FOR only \$2.00! ALL WRITTEN BY ME FROM PRACTICAL EXPERIENCE. ORDER TODAY, WITH REMITTANCE. Joseph Lichblau, AUTHORS' AGENT, P. O. Box 10, Station "R," New York City.

Typing—Revision—Verse Criticism

Typing; correction of minor errors; careful punctuation and paragraphing; one carbon. 50 cents per 1000 words. Poems, 1 cent a line. Grammatical revision of prose, 50 cents per 1000 words; verse criticism, 3 cents a line.

AGNES C. HOLM

(Author of "Paragraphing for Suspense," "Evolution of a Poem," etc.)

1711-A Spring Street

Racine, Wis.

PROMPT**ACCURATE****TYPPING**

40c Per Thousand Words

CLAIRE PAULINE SULLIVAN

509 Market St.

Camden, N. J.

Writing Time Is Your Biggest Asset—Save It

Trade Journal Department

Edited by John T. Bartlett

ARTICLE SUBJECTS IN THE GENERAL MAGAZINE

WHAT subjects for articles are most popular with general magazine editors? Sociological, first; business and economic second, a study of the index for the first half year of 1931 of *Magazine Digest* shows. Two hundred and four articles were briefed during this period. By groups—

Sociology	40
Business and Economic	28
Science	19
Industry	14
Human Relationships	13
Nature	12
Religion and the Unknown	10
Biography	9
Political Science	9
Psychology	8
Health	7
Theater and Motion Pictures	6
Literature	6
Travel	5
Philosophy	4
Music	3
Sports and Pastimes	3
Aviation	2
Medicine	2
Archaeology	1
Education	1
Marine	1
Prophecy	1
Total	204

These are sociological titles at random:

"Brown and Yellow Labor," "The Child His Own Vocational Guide," "Control of Human Sterility," "Family Life in Russia," "I Quit My White-Collar Position," "Is the Canon Fodder Ripe?" "Women Are Failures as Housekeepers," "Safety First in the Circus," "My Ideal Woman."

Some of the business and economic subjects:

"The Bank That Built a Church," "The Installment Bubble," "The Ghost in the Wheat Market," "The Price of Prejudice," "Perfume for Men," "Testimonials, C. O. D." "The Type of Men Who Win Biggest Jobs," "What Your Banker Knows About You."

Scientific topics:

"Future of Television," "Modern Miracle Lamp," "The Romance of Helium," "What Science Doesn't Know," "Criminal Hunting by Radio."

Industrial topics:

"Aluminum," "Bricks Without Straw," "The Cosmopolitan of Ray Long," "Getting a Heart-Breaker Mine Going," "Radio: Dollars and Non-sense," "Thrills of the Spring Log Drive."

The group, "Human Relationships," dealt almost wholly with the subject of marriage:

"Dancing Wives," "I Learned About Husband in a Harem," "In Defense of a Hard-Boiled Marriage," "Love Traps to Catch the Unwary Male," "Wifehood Is a Full-Time Job."

The titles given suggest the popular treatment which characterizes most general magazine articles.

ARE YOU THROWING YOUR TIME AWAY?

ARE you writing purely for the joy of seeing the pages pile up, or are you earnestly trying to get a start in this, the most fascinating game in the world? If you're trying to make a start without the aid of a good critic, you are throwing your time away.

There are certain rules governing fiction—certain things to do and not to do—things that will make or break your story. Do you know all of them? Are you sure of your English? How does one build a plot? If you know, I wish you luck! But if you are even slightly in doubt, right now is the time to settle that doubt! Don't wait! Be ready for this winter's season. It's going to be hard to sell a story, and only those who know writing from A to Z will break through. If you want to make good, get started NOW—TODAY!

Criticism, with grammatical revision on the script, if desired, \$2.00 up to 4,000 words, and 5¢ per hundred thereafter. Sales Service: \$1.00 up to 4,000 words, and 25¢ per thousand thereafter; criticism given if unsalable, 10% charged if sold, and reading fee returned on sale. No story over 25,000 words accepted.

JOSEPH LUKE DODGE

Author, Lecturer, Literary Instructor and Critic
Edgebrook Studio,

Rowley, Mass.

"The Service in Vogue"

WRITERS WANTED

Ambitious persons to train for Humorist or Column Conductor. If you possess a fair education and ability to express thoughts in terse English, you may be able to step right into a Columnist's berth—where rapid fame and big money are won in easy and fascinating work. Will Rogers earns \$150,000 yearly; Odd McIntyre \$95,000; Walter Winchell \$75,000; Heywood Broun \$50,000. Why not YOU? Full particulars and Sample Lesson free.

A. JACK PANSY

2041 East 64th St.,

Brooklyn, N. Y.

WRITERS! Sell Your Stories

We are next door to the largest world market for stories—in direct contact with publishers. We need all types of fiction for editorial requirements. Send us your MSS. We sell them or tell you why. Prompt Service. New writers invited.

(Nominal fee for reading and criticism)

PUBLISHERS' AGENCY

242 E. 15th St.

New York City

THE RADIO MARKET

We are booking plays, 15 and 30-minute, also serial-continuities, adaptable to radio for syndicate release. Our catalogue subscription covers over five hundred Radio Stations—offering a wide market to the free lance author, and staff continuity writer. Mail MS. for examination, care of Radio Syndicate Service, 3806 Beverly Boulevard, Los Angeles.

WRITERCRAFT SERVICE

Experience counts. My professional typing has pleased hundreds of writers for many years. I put your story or article in beautiful form. Prompt service; 50 cents per 1000 words, 75 cents for handwritten copy.

EDNA HERRON

127 N. Dearborn Street

Chicago, Ill.

FREE ANNIVERSARY OFFER

Carbon paper free (on request) with order. Crisp Hammermill Bond, \$1.60 per 500 sheets. 100 envelopes (both sizes) for MSS. folded twice, \$1.00. If you mail flat, 50 (2 sizes) for \$1.40. We pay postage; immediate shipment. Scale, 50c.

THE SUPPLY STATIONER

4415 Center Avenue Pittsburgh, Penna.

Note: Add 75¢ for CHECKS AND DOUBLE CHECKS, a great new book for all writers, and we'll send the scale free on request.

INTRODUCTORY OFFER

For \$2.00, and return postage, I will give a constructive criticism of any manuscript under 5,000 words, and will suggest six best possible markets. Typing and marketing service extra. Circular free. References if desired.

ANNE DONALDSON

60 Fourteenth Street

Wheeling, W. Va.

WE SELL your stories as well as show you how to write them with commercial knack. Also, radio scripts and poetry. Ten years' experience.

Sales service, scientific research, editing, typing, revision, stimulating criticism.

SCHOOL OF LITERARY TECHNICS

Hotel Hayes Arcade 6345 University Avenue

Chicago

A MASTER SPEAKS!

IN RE



Raymond S. Spears is a world-famous author and contributor to scores of magazines from Saturday Evening Post down. Red Book called him "The Mark Twain of today." Find him listed in the Golden Book—which is a rare distinction indeed!

TWO GENIE STORIES IN ONE ISSUE!

Two Genie-Plotted stories written by famous "action story" authors are featured on the front page of the July issue of "Frontier Stories." It is endorsed by the very magazine editors and movie studios to whom you expect to sell your stories.

"GENIE JUNIOR" 25 CENTS!

Just to get acquainted we have had the inventor of The Plot-Genie produce "Genie-Junior," which we offer you. Like its namesake, it contains The Perfect Story Plot Formula and a complete story synopsis developed from nine turns of the Genie Disc. This alone may show you what's wrong with your rejected stories. Just enclose 25 cents and say "Send me Genie-Junior," and full information free—if you want just that!

THE GAGNON COMPANY

708 Union Insurance Bldg. Los Angeles, Calif.

POETRY ANTHOLOGY INVITES CONTRIBUTORS

Contributions to our Anthology of Modern Verse will receive our careful consideration and if accepted will be printed with a biographical sketch of the author. We are not "literary advisors," but we are greatly interested in obtaining poems of intrinsic worth whether written by professional poets or by those who have not yet achieved recognition. Send copies of your best poems for evaluation by our editors. Contributors will be asked to guarantee the first edition by placing order for copies; no other financial obligation.

POETS GUILD PUBLISHERS

2602 Glen Green Hollywood, California

Manuscripts neatly and accurately typed by an experienced author's typist

50c per 1000 words. Poetry, 1c per line.

Special attention given books.

HELEN E. STREET

123 N. 10th St., Olean, N. Y.

THE WRITER'S MONTHLY

Edited by J. BERG ESENWEIN

A Magazine of Real Help for All Who Write.

MARY ROBERTS RINEHART says: "The Writer's Monthly looks awfully good to me. For years I have been telling beginning authors that there is nothing in the world so good for them as such a magazine. It puts them in touch with publications they would otherwise not think of. So many writers live away from New York, and since by the nature of the work it must be done in solitude, it seems to me that such a magazine coming in once a month is like hand-shakes from a fellow craftsman."

Single copies 25 cents \$3.00 a year

Write for special offers

THE WRITER'S MONTHLY, Dept. 63
Springfield, Mass.

LITERARY MARKET TIPS

IN THE TRADE, TECHNICAL, AND CLASS JOURNAL FIELD

How to Sell, Mount Morris, Ill., R. C. Remington, editor, announces: "If you will send us stories of direct-selling experiences we will be glad to accept them at 1 cent a word. We would like these stories to range from 100 to 250 words, and in no case to exceed 500 words. Your method of securing the stories does not interest us, although we would like to have them based on facts as much as possible. You are at liberty to use your imagination, so long as the stories are not obvious fabrications. Payment will be on acceptance. Neatly prepared material will receive preferred consideration. Be brief." No photographs are used with these items.

Telephone Selling is a new magazine devoted to the telephone as a medium of sales effort, which will be published at 174 Fifth Avenue, New York, this fall. The publisher is Jules Gilbert Moritz.

Wayside Salesman, formerly at Waverly, Iowa, has been bought by Magazines, Inc., Chicago, which has also purchased the several poultry journals of the Waverly Publishing Co.; *Rhode Island Red Journal*, *Plymouth Rock Monthly*, *The Leghorn World*, and *Wyandotte Herald*.

The new address of *Catering Management, School Feeding, Club Management*, is 913 Merchandise Mart, Chicago. Leigh Metcalf has been succeeded by Louis A. Guernier as editor.

Retail Ledger, 1436 Chestnut Street, Philadelphia, is now published monthly instead of semi-monthly, the rotogravure magazine section being published as a supplement.

W. J. McLaughlin, editor of *The Jobbers Salesman*, 520 N. Michigan Avenue, Chicago, writes: "Our editorial program for 1931 does not permit the purchasing of any outside articles for the balance of the year."

Successful Dry Cleaning & Dyeing, 105 S. Ninth Street, St. Louis, is being discontinued. The editor, W. H. Kerr, is returning all manuscripts that had been held for future use.

"We want news items pertaining to pottery, glass and enamel plants, executives, sales campaigns, production activity and practically any phase of operating and selling," writes H. V. Keepel, managing editor of *Ceramic Industry*, 59 E. Van Buren Street, Chicago. "In the enamel field we are interested only in vitreous porcelain enamels, not paints, lacquers, Japan, etc. Photographs are desirable." Payment is made at 1 cent a word on publication.

Coin Machine Journal, published by the Forest Publishing Co., 205 W. Wacker Drive, Chicago, is in the market for news, pictures and articles of interest to manufacturers of such machines, supplies and allied products. D. Dolling writes. "Any information with regard to the operation of coin machines, whether they are used for amusement, games of skill, or the distribution of merchandise, is what we are looking for." Payment at 1 cent a word, \$2 for photographs is promised.

The Eternal Hows

How can I sell my literary work?

How can I qualify myself to compete with professional writers?

How can I remedy defects of early training?

These and dozens of other questions like them, are asked of us every day. Why don't you bring your problems to us? We promise you frank advice.

It's a certainty that we can help you. We are always ready to give helpful advice, freely and confidentially, to those who ask it. What we have done for others, we can do for you.

SIGN AND SEND IN THIS COUPON TODAY

THE HOME CORRESPONDENCE SCHOOL

A. & J. 9-31

SPRINGFIELD, MASS.

Please send me full information on checked courses

- | | | |
|---|---|--|
| <input type="checkbox"/> Professional Story Writing | <input type="checkbox"/> Novel Writing | <input type="checkbox"/> Essay Writing |
| <input type="checkbox"/> Article Writing | <input type="checkbox"/> English Review | <input type="checkbox"/> Verse Writing |
| | <input type="checkbox"/> Newswriting | <input type="checkbox"/> Play Writing |

Name

Address

MANUSCRIPT CRITICISM

For those who are not lured by large promises but desire really professional instruction, sympathetic frankness instead of flattery, and a teacher with a thorough knowledge that does not have to rely upon endless technicalities and formal rules. Mr. Hoffman's standing in the magazine world is known. An editor for 25 years (*Adventure*, *McClure's*, *Delineator*, etc.), he is particularly known as friend, helper and developer of new writers. His two books on fiction writing are standard; he has proved his own writing ability. Individual instruction only; no classes, no set courses, no assistants. No marketing—that is a specialty in itself, requiring full time for best results. No poetry, plays or scenarios. A specialty is made of "one-man" courses, the course in each case being entirely dependent upon the needs of that case. Write for Booklet A.

ARTHUR SULLIVANT HOFFMAN
Carmel, New York

THE OLDEST WRITERS' SERVICE

Is Length of Service a Measure of Value and Ability?

FOR more than twenty-five years we have been assisting writers to perfect and make salable their work. Hundreds of appreciative letters in our files testify that our correspondents have "arrived."

The charges for Reading, full letter of Criticism and Advice

Regarding Markets, are as follows:		
1,000 words or less . . . \$1.00	2,000 to 3,000 words . . . \$2.25	
1,000 to 2,000 words . . . 1.60	3,000 to 4,000 words . . . 3.00	
4,000 to 5,000 words . . . \$3.75		

Words over 5,000 in one manuscript, and up to 10,000 words, 50 cents additional for each thousand words.

For more than 40,000 words, special rates on request.

Poetry: Three cents per line, minimum charge \$1.50. Special rate for 200 lines or more submitted at one time.

Typing—50¢ a thousand words. With carbon copy, 75¢.

Revision, editing, or rewriting if requested.

30 Textbooks for Writers. Catalogue on request. Correspondence invited. Revision of book manuscripts a specialty.

James Knapp Reeve and Agnes M. Reeve, Editors

THE WRITERS' SERVICE

6 Alexander Bldg.

Franklin, Ohio

R ELIABLE SALES SERVICE

An Important Department of
THE AUTHOR & JOURNALIST

WHEN YOU PLACE your stories in the hands of an authors' agency for sale, your principal concern is reliability. You desire, above all things, to be certain:

- (1) That manuscripts will be intelligently marketed.
- (2) That they will be submitted persistently and not allowed to gather dust on a shelf.
- (3) That reports and remittances for work sold will be prompt to the minute.

These factors are assured to clients of **The Author & Journalist Manuscript Sales Agency**. In the first place, all manuscripts are carefully considered by competent members of the editorial staff—men of long experience in writing and marketing literary material. We have no magic formula which will enable us to place unsalable work. We do, however, guarantee honest, intelligent effort to selling manuscripts accepted for that purpose.

If your manuscript does not impress us as a good sales possibility, it is returned with an opinion which briefly and frankly points out why we cannot undertake to handle it.

If its chances of sale are considered good, the author is immediately notified, and the manuscript is submitted to the logical markets without delay.

IN CASE OF SALE, our commission is 10 per cent of the price received, minimum commission, \$4.00.

A READING FEE is required for considering manuscripts. This fee is \$1.00 for the first thousand words in EACH manuscript, 25 cents for each additional thousand words. The reading fee is waived after we have sold a fair amount of the author's work.

The Agency does not market photoplays, jokes, verse, forlorn hopes or other material of limited appeal. Good fiction and articles are eagerly sought.

In submitting manuscripts state where they have been previously offered. Return postage should be enclosed.

THE A. & J. MANUSCRIPT SALES AGENCY
1839 Champa St., Denver, Colo.

Send for free leaflet, **WHAT EDITORS WANT**

The Restaurant Man, 270 Washington Street, Brooklyn, N. Y., is in the market for articles of 1500 or 2000 words, devoted to restaurants, in a phase concerning operation, management or construction. Photographs are essential with each article, and payment is made on publication.

Electrical Dealer, 360 N. Michigan Avenue, Chicago, Rudolph A. August, editor, writes that it is glad to consider submitted material, although the great majority of manuscripts do not stick because they are not and cannot be made suitable to its requirements. "We can from time to time use a limited number of articles dealing with specific activities of individual retailing operation, such material to have a specific application to electrical retailing, and ranging from curling irons and necktie pressers to ranges, refrigerators and water heaters and including radio. Material, however, must be well written and represent well the really unusual and worth-while activity on the part of the individual or organization. Stories should be short and well illustrated. Incidentally, we are always glad to answer queries from prospective contributors, and should a contributor have some real copy on any phase of the retailing organization—administrative, selling, or what not—preferably related to electrical goods retailing—we can always do business."

Nation's Business, 1615 H Street, N. W., Washington, D. C., has a great deal of material on hand and is buying very little.

Hotels & Resorts Magazine, 5 S. Wabash Avenue, Chicago, goes only to hotels in towns of 100,000 population and under and to the better types of resorts, according to word just received.

Motion Picture Projectionist, 7 W. Forty-fourth Street, New York, is a motion picture technical publication. Topics are assigned to writers by the editor, according to James J. Finn, editor.

The Casket & Sunnyside, 487 Broadway, New York, is in the market for business articles dealing with the funeral directing profession—management, sales, collections and business building schemes—accompanied, if possible, by photographs or office forms suitable for reproduction as line cuts. Stories should be written from the mortician's viewpoint. Explanations of phases of the business already understood by the practitioner will not be considered. Care should also be taken in terminology; "coffin" should not be used for "casket" or "hearse" for "funeral car." Manuscripts may run up to 2500 words, and payment is made on publication at from $\frac{1}{2}$ to $\frac{3}{4}$ cents per word. Though payment is not high, this magazine is a constant market for manuscripts of this kind, according to Seabury Quinn, managing editor. He adds: "It would be better for an intending writer to get in touch with us before submitting MSS. so that we may inform him as to our exact needs."

Boot & Shoe Recorder, 239 W. Thirty-ninth Street, New York, announces that its word rate for features has been dropped from $1\frac{1}{2}$ cents to 1 cent a word.

